

BUY BONDS AND BONDS AND BONDS

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. XCV

NEW YORK, APRIL 26, 1919

No. 17

OUR BIG APRIL 23rd NOVEL

Four Large Printings before Publication



By KATE JORDAN

Author of

"The Creeping Tides," "Time, The Comedian," etc.

A powerful, analytical story of the struggles of a sensitive American girl who made an unsuitable marriage—by far the best work this author has yet accomplished.

➡ We predict that "Against the Winds" is likely to be regarded as one of the strongest novels of the season.

With four illustrations by Clark Fay. 348 pages.

\$1.50 net

LITTLE, BROWN & COMPANY

Publishers

Boston

The Web A Great Book

By Emerson Hough



More interesting than any novel—the amazing story of the American Protective League. “*The Web*” reveals for the first time how 250,000 American business men, in 1800 cities, towns and villages of the United States became detectives to help win the war. . . . “*The Web*” is an authorized history of a great American achievement. It will be wanted in every library in the land. It is a book of permanent, historic value—A startling message to America!

Ready May 1 *Price, \$2.00 Net*

The Path to Home

A new book of verse by Edgar A. Guest, the poet that all America reads, will be ready early in May. Uniform with “A’ Heap o’ Livin’,” “Just Folks” and “Over Here,” of which books more than 50,000 copies were sold last year. In various bindings—cloth, khaki, crimson morocco and tooled leather—\$1.25 to \$2.50 net.

Penny

of Top Hill Trail

A mystery romance with a thrill and a smile in every chapter, by the clever author of “Amarilly of Clothes-Line Alley.” A sparkling story of the big Out-o’-Doors, peopled with real people and packed with action. “Penny” keeps the reader guessing to the last page. Net \$1.35.

“Penny” is a big hit.

Companions In Joyousness

Miss Minerva and William Green Hill

By Francis Boyd Calhoun

A Comedy of Childhood that has become a classic. “William Green Hill” is the most delightful small boy that was ever set down in a book. Amusing illustrations.

“Miss Minerva” is in its Twenty-sixth edition—over 300,000 copies sold.

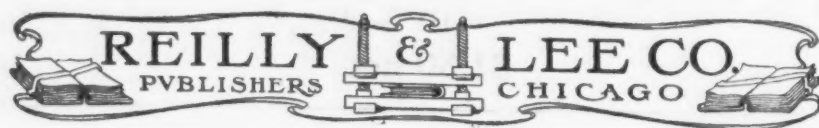
Billy and The Major

By Emma Speed Sampson

A Sequel to “Miss Minerva” in which every lover of the earlier story will find fresh fountains of fun. With twenty really funny sketches by William Donahy.

The Fortieth Thousand of “Billy” is now selling [published Sept. 2, last.]

Look Out For “Huldy’s Whistle!”



They'll sell—and why

John Finley's

A Pilgrim in Palestine

THE book for customers who like adventurous records of days afoot in strange places (those who buy travel books, from the Williamsons' motor books to Harry Franck's vagabond books), and

For every one who ever bought a Bible, prayer book or any religious book of you.

Dr. Finley, New York State's Commissioner of Education, has been a life-long student of the Holy Land.

His previous book has been crowned by the French Academy.

He was Red Cross Commissioner in Palestine when Allenby's men broke the age-long grip of the Turk, and as he tramps the dusty road from Jaffa to Jericho, or climbs to the plateau above the Jordan to discover Anzac cavalry encamped on the very spot where Saul had been blinded by the light out of heaven, he re-creates for his readers the atmosphere of the past surrounding the dramatic events of the present.

It's a book that will also sell heavily to your Christmas trade, so you need not be afraid to stock it liberally now.

The price is right—only \$2.00—enough to give the bookseller a nice profit, yet a "popular" price.

(Illustrated.)

J. M. Barrie's

Alice Sit-by-the-Fire

BARRIE'S drama of the invincibly youthful Alice was published on Friday of this week in the Uniform Edition of his Plays.

Barrie is the kind of steady selling author who is "velvet" for the bookseller, as for over twenty years the reading and play-going public has

been echoing Stevenson's enthusiastic endorsement of the little Scotch genius: "His name is Barrie—he's the man for my money."

Let this new volume in the Uniform Edition sell the other plays already published in this edition for you: WHAT EVERY WOMAN KNOWS; QUALITY STREET; and THE ADMIRABLE CRICHTON. (\$1.00 each.)

And don't forget that recently published best-seller among books of plays, ECHOES OF THE WAR. (\$1.50.)

Henry Van Dyke's

The Valley of Vision

TWENTY thousand copies have been sold in the first two weeks.

Like the Finley, this book will be a big Christmas item so there is no danger of overstocking.

It is bound in the familiar blue and gold binding of Henry van Dyke's other books, which year in and year out for nearly twenty years have been among the best-selling titles on the Scribner list.

You don't have to persuade a Van Dyke reader to buy a new book of his stories—all you have to do is to show him the book. (Illustrated. \$1.50.)

Jackson Gregory's

Judith of Blue Lake Ranch

A BOOK for your customers who like a novel with plenty of action. The best-selling book Jackson Gregory has ever written—four large editions already.

A "hard shell" Presbyterian minister in Chattanooga writes us: "I like 'Judith.' Fine character, and story well told. Suits even an old man; and I have told my secretary not to begin the book on Saturday for if she does she will surely break Sunday finishing it." (Illustrated. \$1.50.)

Charles Scribner's Sons

Fifth Avenue, New York



LATEST DORAN BOOKS

FICTION

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Stephen McKenna

Author of "Sonia"

The story of an English financier who makes his money in America and devotes his life and wealth to his son after the death of the mother. A romance that will stand shoulder-high with the very fine workmanship of "Sonia." Its climax has the impressive beauty and power of the Greek drama. 12mo. Net, \$1.60

LILIES, WHITE AND RED

Frances Wilson Huard

Author of "My Home in the Field of Honour," Etc.

In these tender and moving stories of an old Frenchwoman and a little boy who passed their days under the great shadow of an alien despoiler Mme. Huard has uncovered for us a reliquary of the spirit, so to speak. One catches here a glimpse of that unfaltering Gallic faith which shines through the dramatic incidents of these two stories. 12mo. Net, \$1.50

FLEXIBLE FERDINAND

Julie M. Lippmann

Author of "Making Over Martha," "Martha by the Day," Etc.

A gay, charming, delightfully witty story of a little boy who grows to manhood under our eyes. He and his friends march through these pages in pictures of tender color and vivid reality—a company of real people. This book portrays with gaiety and charm that prism-like thing called youth, happy and mirthful, foolish and wise—always endearing. 12mo. Net, \$1.50

CIVILIZATION: Tales of the Orient

Ellen N. La Motte

A writer who knows the devious ways of the Oriental and his reaction on the Occidental, and who can picture the psychology of it all in vivid, tense, starkly realistic tales. 12mo. Net, \$1.50

THE FURTHER ADVENTURES OF JIMMIE DALE

Frank L. Packard

Author of "The Wire Devils," Etc.

Jimmie Dale returned. Instantly every detective in headquarters was on the old scent, every crook in the Bowery clamoring for his blood. Mr. Packard has succeeded in evolving a startling and unparalleled plot which will pique the curiosity and command the fascinated interest of the most blasé reader of detective stories. 12mo. Net, \$1.50

WOODEN SPOIL

Victor Rousseau

Clean, stirring adventure in the land of the unbroken forest never fails to stir the pulse of red-blooded readers. This is one of the best—the struggle for the big trees of the North—and a girl. 12mo. Net, \$1.50

GENERAL

AFTER THE WHIRLWIND

Charles Edward Russell

Author of "These Shifting Scenes"

From first-hand observation of destruction and the principles of destruction—in Germany, Austria, Russia, Switzerland and other countries—Mr. Russell draws conclusions and analyzes the cause of world cataclysm. In a great breadth of Charity he sums up his book in a plea for the dominion of righteousness among nations and among individuals. 12mo. Net, \$1.50

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Warren H. Miller

Former Editor of "Field and Stream"

His book is a practical manual on raising and training your hunting dog, the only book of its kind that is up to date—that deals with the stud dogs of today. Mr. Miller writes in a fresh, interesting manner that lends his book an attraction which even the beginner must feel. Illustrated. 12mo. Net, \$2.50

DR. ELSIE INGLIS

Lady Frances Balfour

In the annals of glorious, unselfish war-time service, the name of Elsie Inglis, physician, nurse and hospital executive, will be emblazoned among the heroines nearest to the heart of the world. Her name for all time will stand out for a type of devotion that is brave and beautiful beyond words to express. 12mo. Net, \$1.50

GEORGE H. DORAN COMPANY

Publishers

New York

LOVE STORIES

By Mary Roberts Rinehart

Author of

THE AMAZING INTERLUDE, K, BAB, ETC.

Readers of *THE AMAZING INTERLUDE, K, and BAB* need not be told that Mary Roberts Rinehart understands the emotions of the human heart.

This book of love stories is precisely what its title indicates--a collection of love affairs, young and old, all sparkling and fresh with humor, tenderness and sweetness.

The confidence that a wide reading public comes to have in an author's name is a thing of great pride to a publishing house.

It can be won only by distinguished service. And the reputation that is built upon it becomes at once a promise to the reader and a guarantee by the publisher of sincere and excellent work.

In her new book, *LOVE STORIES*, Mrs. Rinehart is in her happiest, most appealing mood and readers everywhere will find that subtle touch which makes her pages pictures of your life and my life, because they are real.

Handsome 3-color poster supplied dealers on request.

Color jacket. 12mo. Net, \$1.50



"AMERICA'S FOREMOST WOMAN NOVELIST"
(New York Sun)

GEORGE H. DORAN COMPANY *Publishers* **New York**
PUBLISHERS IN AMERICA FOR HODDER & STOUGHTON

BOSTON

Is Waiting To Give You
A Most Hearty Welcome

at the

Annual Convention

of the

American Booksellers' Association

May 13-14-15

You will be greatly pleased with the
ENTERTAINMENT FEATURES

You will receive much benefit from the
CONVENTION SESSIONS

Plan to spend at least a week and visit Boston's historic places. You have read much about Boston Common, the sites of the Boston Massacre and Boston Tea Party, Bunker Hill, Faneuil Hall, the Old Burying Grounds, Old North Church, the Old State House, Old South Meeting House, Paul Revere House and also the numerous places nearby,—Cambridge, Concord, Lexington and Plymouth. Now come and see them.

Look through the Stranger's Directory, published by the BOSTON EVENING TRANSCRIPT. If you haven't received a copy, we shall be pleased to mail one.

Full reports of the meetings will be published in

The Boston Evening Transcript

(Boston's Literary Paper since 1830)

324 Washington Street

Opposite Old South Meeting House

"Towards Evening comes the Transcript"—*Hawthorne.*

SPRING LIST OF THE UNIVERSITY OF CHICAGO PRESS

The Gospel in the Light of the Great War

BY OZORA S. DAVIS

President of the Chicago Theological Seminary

No minister can afford to be without this book of sermonic material. Cloth, \$1.25.

How the Bible Grew

BY FRANK G. LEWIS

Crozer Theological Seminary

The first single work to record the growth of the Bible from its beginning up to the present time. Cloth, \$1.50.

The Function of Death in Human Experience

BY GEORGE BURMAN FOSTER

Late Professor of the Philosophy of Religion in the University of Chicago

A wonderful sermon on Life and Death; "A permanent Christian classic." Paper, 25 cents.

The Living Cycads. By CHARLES J. CHAMBERLAIN, Professor of Morphology and Cytology in the University of Chicago. Cloth, \$1.50.

Problems of Fertilization. By FRANK R. LILLIE, Professor of Embryology and Chairman of the Department of Zoology in the University of Chicago. Cloth, \$1.75.

Cultural Reality. By FLORIAN ZNANI-EKI, Lecturer on Polish History and Institutions in the University of Chicago. A striking philosophical study. Cloth, \$2.50.

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A Laboratory Manual for Elementary Zoology. By LIBBIE H. HYMAN, Laboratory Assistant in Zoology in the University of Chicago. Cloth, \$1.50.

A Laboratory Outline and Manual for the Study of Embryology. By FRANK R. LILLIE, Professor of Embryology and Chairman of the Department of Zoology in the University of Chicago. Paper, 35 cents.

The Spread of Christianity in the Modern World. By EDWARD C. MOORE, Harvard University. A survey of the spread of Christianity since the beginning of the modern era, 1757. Cloth, \$2.00. Ready May 31.

Sociology and Education. Vol. XIII, Publications of the American Sociological Society. Twelve interesting papers with discussions. Paper, \$1.50.

Fourth Year Mathematics for Secondary Schools.

By E. R. BRESLICH, Head of the Department of Mathematics in the University of Chicago High School. The fourth book in the series of correlated mathematics for high schools. Cloth \$1.25.

THE UNIVERSITY OF CHICAGO PRESS

5801 ELLIS AVENUE

CHICAGO, ILLINOIS

Ready April 28th

The Year Between

By DORIS EGERTON JONES

The author of "Peter Piper" gives us a refreshing story of the Australian Bush, dealing with the emotional development of January Ellice, a beautiful little Bush waif of seventeen.

Delicate situations involved in the treatment of "the eternal triangle," so dangerous in the hands of some writers, are treated most artistically. A wholly charming story of immature and native ingenuousness ripening with love into the full passion and power of womanhood.

From the gold mines in West Australia the scene shifts to Europe with interesting side lights on the Anzac campaign in Gallipoli and elsewhere. The final act of the story takes place in Australia where the soldier hero proves to be as good a strategist in love as he was in war!

Have you placed your order yet?

3 illustrations—Frontispiece in full color—\$1.50 net

Publishers GEORGE W. JACOBS & CO. Philadelphia

Yes; one or two occur to us for instance—

Joseph Hergesheimer's review of Conrad's new romance "*The Arrow of Gold*" in *The New York Sun*.

PERHAPS no other novel in the English language is so utterly romantic in character and setting as Mr. Conrad's new story. *The Arrow of Gold* is a novel of the bitterly fine purity of a young man's love completely rewarded.

It is a story of the most romantic atmosphere imaginable. . . .

. . . . I have no wish to dwell on any aspect of *The Arrow of Gold* other than its sheer beauty.

or

Brander Matthews's comment on Kipling's "*The Years Between*" in *The New York Times*

THE publication of a new volume of Rudyard Kipling's verse is the most important literary happening of this nineteenth year of this twentieth century. Although Kipling has won his widest popularity as a teller of tales, he is also a singer of songs treasured in the hearts of English-speaking men and women scattered on all the shores of all the seven seas. If he is not now to be hailed as the foremost of living poets, not only in his own tongue but also in any foreign language, who is there to challenge his right to this lofty position? He here reveals once again that the poet is a prophet and the singer a seer. There are stanzas that stir the blood like the sound of the trumpet, and there are lines that lift up the soul.

These reviews are offered in reply to the question in the April 12 Publishers' Weekly

DOUBLEDAY, PAGE & CO., Publishers

Garden City, N. Y.

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DOUBLEDAY, PAGE & CO., Publishers

Garden City, N. Y.

KAUFFMAN A CRUSADER

*A fearless and mighty force in fiction
which has begotten America's
biggest war novel*

VICTORIOUS

A NOVEL

By Reginald Wright Kauffman

AS AMERICAN AS THE STARS AND STRIPES



Against a background of heavy artillery over there and of immense disorder, enterprise and enthusiasm over here, Mr. Kauffman has told in fiction form the epic of his country's part in the fight for freedom; and while our blunders are not minimized, we are made to know that those who suffered from them most were the most emphatic in declaring that "the Cause is greater than its mistakes.

But first of all, VICTORIOUS is a novel, as realistic as the great French success, UNDER FIRE, and at the same time splendidly romantic and highly idealistic.

Sylvia the Y. M. C. A. actress; Léonie, the French refugee; young Shuman, the convert from passivism; the princely McGregor of Chicago, with financial interests in the A. E. F.; Minnie Taylor, the girl back home; Jacquette, the impudent; Garcia, the venal censor; Blunston, who gives his place to another; Judge Dickey, who looks like Daniel Webster and swears like a sailor; Colonel Eskessen, who can't forget that he's a G. A. R. veteran; Miss Hattie Lloyd, the Bolingbrokes, Sarah Brown and, above all, her boy, Andrew McKinley Brown, who gives all and gains all. These and many more live and love, hate and fight, serve and sacrifice, through the glowing pages of this big international novel "Victorious."

New York THE BOBBS-MERRILL COMPANY Indianapolis

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

April 26, 1919

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Selling the Classics

A DECISION of last Monday in the New York court awarded heavy damages of \$1800 to Raymond D. Halsey, a salesman for McDevitt-Wilson, Inc., who had been arrested on complaint of the New York Society for the Suppression of Vice for having sold a copy of Gautier's "Mlle. de Maupin." Mr. Halsey had been previously acquitted of any guilt for selling the volume and now in his counter suit has obtained reparation from the Society.

The volume is typical of a group of classics which booksellers have often been interfered with for selling and which they quite rightly believe they have every right to supply to the public. Decameron, Rabelais, Rousseau, Mme. Bovary, Burton's "Arabian Nights," these books have high place in literature; the public will have perennial interest in them; the demand should be met intelligently.

The New York Society for the Suppression of Vice and other societies of similar purpose have an important work to do and a very thankless task, but they should not blunt the edge of the weapon intended to protect us from other dangers than exposure to acknowledged literary classics. To continue prosecutions in that direction is to open the whole effort to ridicule and cause books to be sold with a whisper which should rightly be sold with clear conscience.

While the book-trade can congratulate itself on the value of this decision the better bookstores, such as McDevitt-Wilson's, are well aware that it may serve as cause for less legitimate rejoicing.

There is a great deal of cant in connection with the popular arguments for free and open sale of all books. Booksellers of experience are perfectly aware that the customer who talks loudest of his interest in keeping untouched

the pure original texts of the classics has no interest in or knowledge of literary style; the customer who develops habits of profound research into the ways of certain mediæval societies may not have an attitude that remotely resembles that of the scholar; the bookseller hears much of a customer's anxiety to understand the very heart of the Oriental as a preface to an inquiry for a set of Burton. This sort of learned pretence is always obvious and fools no one, and every bookseller takes much more pride in serving the interests of a clientele who understand something of the history of literature.

Those booksellers who run the "speak-easy" stores of the book-trade where circulate the items that can pretend to show little connection with literature, cannot be easily reached by any enactment of law. An increase in the professional self respect of the dealer is the only answer.

Year Round Juvenile Business

ONE of the great difficulties in maintaining a book department for boys and girls with competent direction, is the confirmed habit of the public to buy children's books at one season only. Even to a greater extent than in other departments of business, the children's book business is concentrated in the four weeks before Christmas, and while the total December business of the average bookstore might be one-fifth of the year's business, the children's corner is more likely to show that one-half the business is done at Christmas.

If a competent salesman who is a specialist in children's books is to be kept in charge of such a department, the first aim of the management must be to spread this business over the whole year, and there is no reason why this cannot be accomplished. It is with this fact in mind that the efforts of the Boy Scout Headquarters to start a special campaign next month to obtain a wider reading for boys' outdoor books becomes of special interest to the bookseller.

Here is an organization that is anxious and ready to aid the bookstore to sell more books for boys. It is starting this campaign in a year when there is undoubtedly a special impulse on all sides to get outdoors after the constraint and the tenseness of the past win-

ter; at a time, too, when there is coming into all our communities a browned and hearty group of young men from service who have had many months of outdoor life, and who are potential leaders for the boys.

For the bookstore which is located in a community where there is a boy scout executive, it should be a move toward good merchandising to get promptly in touch with this executive and to co-operate with him and with the local public library in centering the attention of the parents and of the boys on the wealth of good material about outdoor life and interests that exists on the shelves of the bookstore. The book-list which the Boy Scout Headquarters has compiled for the campaign is edited by Franklin K. Mathews, Scout Librarian, and if it is distributed thruout the community it ought to stimulate book buying, and prove a good move toward making year round bookselling possible in the department for boys and girls.

A book deparment, says "The Dry Goods Economist," should be in a secluded corner and should be served by quiet, unobtrusive salespeople who will allow customers to "browse"—and yet be on hand when needed.

Victory Loan

NEW YORK
Publishers
and
Booksellers

Keep up to your record by full support of the Victory Loan. Send your subscriptions thru your trade committee when solicited or mail at once to

WHITNEY DARROW
Care Charles Scribner's Sons

The Booksellers' Convention Program

The committee on program is to be hard put to it to make favorable comparison with the energetic Boston entertainment committee, but the list of speakers, as now rounding out, shows that the convention sessions are to be of great trade interest.

The jobber has not lately been represented on the convention programs and Mr. Herbert W. Baker, head of the house of Baker & Taylor Co., has consented to speak on "The Jobber, His Relations to Publisher and to Retailer." Mr. Joseph Wharton Lippincott, vice-president of J. B. Lippincott Co., is to speak on "Direct Selling by Publishers and Why, if at All, They Should Cultivate It"; and Mr. Ralph Wilson of the McDevitt-Wilson bookstore, is to give the retailers' point of view on direct selling.

"The Neglected Aspects of Bookselling" is to be the subject of an address by Prof. Harold J. Laski of the Department of Economics, Harvard University.

The present tendency toward co-operation between bookstores and libraries is to receive emphasis from an address by Paul M. Paine, librarian of Syracuse and president of the New York Library Association. Heywood Brown of the New York *Tribune* is to speak on "The Relation of a Newspaper's Book Pages to Bookselling." Miss Marion E. Dodd, manager of the successful Hampshire Bookshop at Northampton, Mass., will speak of her experiences.

Mr. B. W. Huebsch is to talk on "Tendencies in Bookselling," and Mr. Albert H. Hall is to report on the progress of the Boston School of Bookselling. David J. O'Connell, M. C., has a speech for the opening session and Mr. George Haven Putnam, who will at that time be abroad, has promised a written message to the convention.

Mr. Luther H. Cary, president of the San Francisco Booksellers' League, will present the subject of book-trade conditions and discounts as seen on the Pacific coast and the session of Thursday morning will be given up to an open discussion of pressing trade problems.

My Work

Let me but do my work
From day to day
In field or forest,
At desk or loom,
In roaring market place
Or tranquil room,
Let me but find it
In my heart to say:
"This is my work,
My blessing, not my doom;
Of all who live,
I am the one by whom
This work can best be done
In the right way."

—HENRY VAN DYKE.
("Poems of Henry Van Dyke"—Chas. Scribner's Sons, Copyright 1911.)

SAN FRANCISCO'S STUDY OF TRADE CONDITIONS

A Study of the Discount Problem as seen by Booksellers on the Pacific Coast

At the regular monthly meeting of the Booksellers' Association of San Francisco Bay Counties on April 10th, a report on bookselling conditions brought in by a special committee was unanimously adopted.

Report of the Outlook Committee

The Outlook Committee appointed at the March meeting of this Association to consider the Reconstruction Program of the American Booksellers' Association to be presented at its annual convention to be held at Boston, Mass., May 13 to 15, and the effort to be made at that time to secure a more satisfactory rate of discount from various publishers, reports as follows:

1. That it has completed a survey of retail bookselling conditions in the vicinity of San Francisco and has determined beyond peradventure that the average cost, from publisher to consumer, of doing business in new and copyright books averages approximately 33-1/3% of the selling price.
2. That in view of a prevalent notion that dealers in this vicinity are more highly favored than some others in the matter of discount, it has ascertained that this is true in rare instances and then, to-wit; in the number of books required by certain publishers to be purchased at one time to secure certain discounts. *Quantity price conditions East and West are the same.*
3. That the attitude of a considerable number of the leading publishers calls for commendation, and inspires the hope and belief that a due comprehension of actual conditions will enlist their complete sympathy and support.
4. That, notwithstanding this attitude on the part of the more enlightened and liberal minded publishers, the actual analysis of the year's business with 38 different copyright publishers, including travelers and special orders, pick-ups, and re-orders as tabulated by leading department stores and dealers in each of the various classes of retail bookselling, showed a possible gross profit of but 34%, demonstrating that dealers depending on the sale of *first-hand publications* alone cannot, for any considerable length of time meet their bills from profits derived from this class of merchandise, altho the full list price be obtained for each and every book sold.
5. That notwithstanding the closeness of the margin here indicated, it was found in a number of instances, that dealers felt compelled in order to meet the competition of Eastern jobbers, mail order houses, and even of some publishers themselves to make a *considerable percentage of their sales to libraries at a discount of fifteen and even as high as twenty per cent*, thus reducing the theoretical margin which as indicated above, might have just covered the legitimate costs of doing business.

6. That these losses in some instances were made up by other departments or remained in *accumulated obligations to the publishers themselves*, thus placing a handicap on every dealer *who pays his bills* and is dependent for a livelihood on the sale of new books, rendering an advance in the profession of book selling rare if not impossible.

7. That redress or remedy for the present low conditions of bookselling unfortunately *does not rest* even to a considerable extent in the hands of the booksellers either of any one section, or as an entire body, as in the case in merchandising other lines for the reason that the price at which new books are sold is predetermined by each publisher and affixed to each individual book before it is placed in the hands of the dealer to sell, thus rendering it impractical, tho a considerable group of dealers were so disposed, to advance prices even in far away points, as might seem justifiable to cover high freight, express, and mail charges; and allow for the slow turn-over of stock due to disadvantageous locations and remoteness from markets, without provoking resentment and unfriendly charges of profiteering from the ultimate consumer.

8. That if the present avenues for the sale of books are to be kept open without serious losses, even to the publishers themselves, and the present method and cost of selling books at the publishers' fixed prices are to be continued, publishers who are now engaged in re-adjusting their list prices must take heed of the situation, making their advances sufficiently large to provide *not only for the additional allowance of 5% on present schedules*, recommended by the Board of Trade of the American Booksellers' Association for the book-trade generally, but also to provide additional allowances to Western dealers to cover heavy transportation charges.

9. That the discount to be allowed on this coast should equal 40% on all copyright publications, such as fiction, juvenile books, and kindred publications both on special bills and re-orders.

10. That under present conditions, booksellers on this coast should refuse to handle the books of any publisher who is not willing to allow at least 1/3—5% on orders, re-orders, and pick-ups.

11. That while less waste, faster turn-over, savings in labor, lower selling expenses should be constantly urged and carefully fixed in the minds of every retail bookseller, it is still evident that no practical amount of "paring down" will overcome the handicap of too small a discount.

12. That there are not a dozen bookstores in the United States—if indeed there is one in this immediate vicinity—showing a satisfactory profit on the sale of first hand books. This should furnish sufficient evidence to any fair-minded business man that the present

margins allowed by the publishers are not enough for safety or profit.

RECOMMENDATIONS

Your Committee therefore recommends:

First: That the President, Mr. L. H. Cary, represent this Association at the Boston meeting and prepare a statement pointing out the difficulties and problems confronting booksellers doing business so far from publishing centers, and urging such improvements as will facilitate business and guarantee a greater margin of profit on all new book publications, *basing the claims for such margin on the ascertained cost of doing the retail book business*, as reported to this Association by your Committee.

Second: That each member of this Association frankly considers the above report in the light of his own experience and within three days places in the hands of the Secretary, in writing, such definite and concrete suggestions as he believes should be urged to better the situation of bookselling on this coast.

Third: That the President and Secretary of this Association be instructed to dispatch a letter to the principal booksellers of the coast, enclosing a copy of this report, inviting their co-operation, suggestion and support, and to take such further action as may seem wise to inaugurate in California a State Association of Booksellers affiliated with the American Booksellers' Association.

These resolutions were adopted by vote of the Association, San Francisco, April 10, 1919.

L. H. CARY, *President*.

W. H. WEBSTER, *Secretary*.

Rules for Figuring Costs and Profits

RULES adopted by the Booksellers' Association, San Francisco Bay Counties, California

1. Charge interest on the net amount of your total investment at the beginning of your business year.

2. Charge rental on all real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others, correctly pro rating space occupied by book department.

3. Charge in addition to what you pay for hired help an amount equal to what your services would be worth to others; also treat in like manner the services of any member of your family employed in the business not on the regular pay-roll.

4. Charge depreciation on all goods carried over on which you may have to make a less price for any cause.

5. Charge depreciation on stock, fixtures, or anything else suffering from age or wear or tear.

6. Charge amounts donated or subscriptions paid.

7. Charge all fixed expenses, such as taxes, insurance, water, light, fuel, etc.

8. Charge all incidental expenses, such as drayage, postage, express to customer, office supplies, telegrams, telephone, advertising, canvassing, etc.

9. Charge losses of every character, including goods stolen or sent out and not charged, allowance made customers, bad debts, etc.

10. Charge collection expense.

11. Charge any other expenses not enumerated above.

12. When you have ascertained what the sum of all the foregoing items amounts to prove it by your books, and you will have your total expense for the year; then divide this figure by the total of your sales, and it will show you the per cent which it has cost you to do business.

13. Take this per cent and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight, express, parcel post), and the result will show your net profit or loss.

14. Go over the selling prices of the various books you handle and see where you stand as to profits, then get busy in putting your selling figures on a profitable basis—and talk it over with your fellow booksellers.

THE MEMBERS OF THE ASSOCIATION ARE:

Potter Bros., San Francisco and Los Angeles.

The Emporium, San Francisco.

Paul Elder & Co., San Francisco.

John J. Newbegin, San Francisco.

The Presbyterian Book Store, San Francisco.

The Methodist Book Concern, San Francisco.

A. M. Robertson, San Francisco.

Associated Students Store, Berkeley.

B. G. Haas, of Hale Bros., San Francisco.

John G. Howell, San Francisco.

George Hargens, San Francisco.

Harms & Morse, Berkeley.

Smith Bros., Oakland.

Eugene Sommer, Berkeley.

Herbert T. Coggins, Oakland.

Holmes Book Co., San Francisco.

Leon B. Archer, San Francisco.

LUTHER H. CARY, *President*.

W. H. WEBSTER, *Secretary*.

Energetic Book Advertising

The increasing confidence of the trade publishers in the state of the book market is again illustrated by the full page spread that the Scribners are giving to their leading spring titles on the back page of the New York Times' regular issue for Saturday, April 26th.

The page is well worth studying for its typographical effectiveness, its method of playing up the books' characteristics before giving titles, the careful balance of interest in the kind of books emphasized and the lack of stress on the Scribner name which, in so large a display in what is not only a New York but a national medium, should have a decided effect on distribution.

WHAT I THINK OF ADVERTISING

By Herbert Jenkins of Herbert Jenkins, Ltd., Publishers, London

When asked to write a short article on publishers' advertisements, I hesitated. Such a subject could not, I argued, be treated briefly. I was tempted to suggest a serial.

Publishers' advertising is, like all other advertising, an endeavor by the aid of printer's ink to catch the loving eye of the public, therefore much that I have to say will apply equally to, say pneumatic chest-protectors as to books.

A hundred years of progress produces many changes, nothing is now the same as it was in 1819—except the Marriage Laws and publishers' advertisements. Journalism has been revolutionized; yet the publishers' lists which appear side by side with this breezy and crisply-written matter, are largely what they were when our ancestors gloried and drank deep of the ponderous and solid newspapers of their time.

As I understand it, the object of advertising is to attract the attention of the public to something that you want it to buy. The only way to do this is to arrest that attention in spite of itself. This is successful advertising.

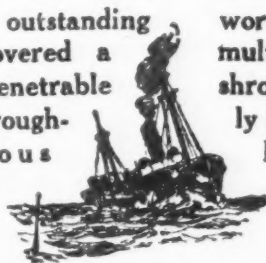
I have heard it said by disciples of the "Mr. Barabbas begs to announce that he has just published" school, that it is undignified to depart from the conventional form of giving a book's title, author's name, and a few press notices. If it be undignified to advertise successfully and with originality, then it is undignified to advertise at all.

If a publisher advertises so as to acquaint a known clientele with what he is issuing, then he is wasting money; for the known clientele will in all probability find out for itself all about the books at the bookseller's shop or at the library. Advertisement is essentially for the unknown clientele, the man and woman who are to be interested in spite of themselves. You don't advertise Searchem's Pills in order to sell them to the man who cannot live without them. You want to get at the man who has never heard of them.

The successful advertiser must always be on the look-out for ideas. If he can make his advertisements topical, he will succeed. For proof of this it is necessary only to compare the first series of advertisements which appeared in the Autumn of 1914 calling upon

'STUNT' & 'HUSH'

have been the outstanding words of the war. They have covered a multitude of things with an impenetrable shroud; but no thing more thoroughly than the doings of the famous Mystery Ships. Their story is the most remarkable in the naval history of the world. Told for the first time by a V.C. "Q" boat Commander.

**'Q' BOAT ADVENTURES**

By Lieut.-Commander Harold Auten, V.C. With 16 unique illustrations. The most thrilling book of the hour. First edition 15,750 copies. 6s. net.

FIRST REVIEWS

- | | |
|------------------|--|
| EV. STANDARD | "Thrilling." |
| SCOTSMAN | "An enthralling book." |
| WESTMINSTER GAZ. | "Should be read by everybody." |
| NATIONAL NEWS | "A book about heroes by a hero." |
| TIMES | "A unique and stirring chronicle." |
| SUNDAY TIMES | "His book is one perpetual thrill." |
| MORNING POST | "An epic drama of British heroism." |
| EVENING NEWS | "A book to praise with all one's heart." |
| SUNDAY TELEGR. | "One series of thrills from end to end." |
| SPECTATOR | "As thrilling as any romance of the sea." |
| OBSERVER | "One of the indispensable books of the war." |
| DAILY NEWS | "As exciting as any yarn of the Skull and Cross Bones on the Spanish Main." |
| PALL MALL GAZ. | "Lets a flood of light into the most secret branch of naval administration." |

STATION 'X'

is a novel by G. McLeod Winsor. No book at all comparable to it has been written since Jules Verne laid aside the pen. First edition. 5000 copies. Another Herbert Jenkins' discovery. 6s. net.

FIRST REVIEWS

- | | |
|----------------|--|
| SPORTSMAN | "It fascinates." |
| BYSTANDER | "A rattling good story." |
| MORNING POST | "A sensation of an unusual kind." |
| GLOBE | "The most original romance we have ever read." |
| PALL MALL GAZ. | "In spite of comparison with Mr. H. G. Wells the story stands the test." |

A PELICAN'S TALE

Fifty Years of London's Bohemia. By Frank M. Boyd. A book full of good stories of kings and chorus girls, bishops and bruisers, of Fleet Street and Mayfair. Illustrated. 15s. net.

FIRST REVIEWS

- | | |
|------------------|--|
| SATURDAY REV. | "A very readable book." |
| DAILY MAIL | "You had better get the book." |
| SPECTATOR | "An amusing autobiography." |
| EV. STANDARD | "Possesses a distinctly original flavour." |
| OBSERVER | "Told with the fullness of inside knowledge." |
| WESTMINSTER GAZ. | "There are few collections of memoirs, anecdotes, etc., which cover quite so much ground." |

HERBERT JENKINS Ltd
3, York Street, St. James's, S.W.1.

men to enlist, with those of to-day dealing with Victory Bonds. The one series was tedious almost to the point of tears by its repetition, the other full of novelty and man-in-the-streetness.

I have always maintained that the business man has two assets:—

- (a) The money he has;
- (b) The money he hopes to get.

The one appears in his balance sheets, the other does not; yet I have known firms to delegate to inexperienced clerks the preparation of advertisements representing a capital outlay of thousands of pounds a year.

I regard this as bad policy and, when the firm of Herbert Jenkins, Ltd., opened its rather small eyes to a very big publishing world, I decided to control this expenditure myself. Since then I have drawn up every advertisement of ours that has appeared, sometimes spending many hours upon a single idea. If a Managing Director is to direct anything it is expenditure.

I determined to try and interest the public in our advertisements, make it say, "Hallo! what's this?" Among other things I tried topical advertisements. With what success I must leave others to decide. One or two of these are reproduced as illustrations to this article.

There are some phases of our advertising and publicity methods about which I cannot write—they are trade secrets.

In general I should like to see advertising in this country raised to a higher plane. I should like to see the terms "advertising manager" and "advertisement canvasser" defined. At present they appear to be one and the same thing. On the staff of every firm concerned with advertising, be it giving out or accepting, there should be an expert, a man of ideas. That would raise the standard; but it will not be possible until it be recognized that a really expert publicity man is worth a Premier or a Primate's salary. Once, and only once, I believe, in this country, such a man was paid about £10,000 a year. The results and the profits were equally amazing.

Another thing in regard to advertising in Great Britain is that when a firm hits upon an original idea, it is invariably run to death. A restaurant changes its menu, a theater its bill, so an advertiser should change his advertisements, not only the matter, but the underlying scheme.

We publishers have perhaps not properly realized the future of books. Things have changed very much from what they were twenty years ago, even five years ago. We are now competing with theaters, cinemas, and magazines. Profits will be smaller in the future, circulations must therefore be larger. To achieve this we must make it evident that we can give the public pleasure, just as can Mr. Stoll, Mr. Cochran, or the great cinematograph-producing firms; but we shall not do it in a stiff collar and high hat—and what is more, authors will see to it that we don't try. After all the author is the determining factor.

The importance of publicity has been recognized during the war, and things done that would have seemed incredible to the politician of an earlier generation. Prejudice has been overcome. New conditions have called for new methods.

The main fault with the present-day publishers' advertisements is that they do not tell sufficient about the book to whet the reader's appetite. If a man wants to sell me a dog, he does not bring me a card with the words "dog for sale" written on it. He describes that dog, tells me that it won't eat children, and will show a fine discrimination between my own calves and those of trespassers. In fact, he proves so persuasive that I have to buy that dog, altho until then I never even knew I wanted a dog. Why? Because he is a publicity expert. He understands the art of advertising.

I prefer the word publicity to advertising because it covers more ground. Advertising is generally associated with newspapers and magazines. A publisher's publicity is a thing that pursues many and devious channels.

Advertising and publicity experts must remember all the time that the public does not want to read their advertisements. The poor unfortunate creature (the public) has to be coerced. How? By means of the eye, a far more difficult thing than by speech. You can buttonhole a man and keep him until he has heard what you have to say—unless he is very big. With the eye it is different. Some time ago a well-known business man rang me up one morning and started confounding me. I apologized, and then asked him for what I had just apologized. It transpired that he had nearly missed his train the night before by having to stop and read a poster in the Tube. It was one of our posters. It was the greatest compliment I ever had paid to me, because, as my friend said, he thought he was too old a warrior at the game to be stopped by a mere poster.

There is one great limitation in preparing publishers' advertisements—the title of the book is the thing that matters. If you head an advertisement with some catch phrase, you run the risk of having the book enquired for under that title. A glance at the advertisement of "Q' Boat Adventures" reproduced here will illustrate what I mean. The danger is that the title may be taken as "Stunt and Hush."

Some time ago we had a book of which we had printed 10,000 copies, so great was our belief in it. Before 5000 copies had been sold it took it into its foolish head to stop almost dead. There were we with over 5000 copies in stock. We maintained that our judgment had not been at fault.

Arguing that if I were a mamma with a daughter I wanted to get off, and if she did not succeed in one frock I would buy her another, I ordered an entirely new jacket, altho a special design had been prepared only a few weeks previously. This jacket was duly prepared and printed in four

colors, placed on all the books in stock and distributed to such booksellers as had copies of the volume upon their shelves. The result was instantaneous. The public apparently did not like the first jacket; but they did like the second, with the result that we have comparatively few copies of that second 5000 left, and we shall eventually have to reprint the volume.

The moral of this little story is that we did not know how to catch the public eye. We had obviously made a mistake.

For the man who begins each day with the mental assurance that he's a silly sort of ass but, please God! before the sun sets he'll be less of an ass than when it rose, there is hope—and success.

Fashions in Book Advertising

"Is this your child?"—this startling legend, below a young man holding a baby and glaring down at another young man crushed in humiliation, stares at us from the newspapers. To learn the whole story, sign a corner slip which brings a full set of Richard Harding Davis. "'Hands up!' He leaped forward, firing his revolver right in the face of the stunned plotters!" The clue to this thrilling illustrated announcement is: read Zane Grey's last novel. "The girl got \$6 a week and was lonely. . . . Piggy . . . knew where oysters and champagne were to be had"; "Judge, when you sent me up for four years you called me a rattlesnake. . . . Look out when I strike"—you can finish these alluringly begun stories by sending in a coupon. The days are gone when the wildest exploit of book advertisers was a picture showing a youth quietly reading with the assurance from three college presidents and five financiers that fifteen minutes a day on the five-foot library would make you any kind of a success you fancied. Stevenson's Alan Breck fighting out of his ship's cabin all over the back cover of the magazine and Mark Twain's Tom Sawyer playing pirate next to reading matter have led us to the point where bookselling enlists the ad-writer who can produce a thrill.

Historians of book-advertising may trace at least three distinct stages. In the staid generation which remembered with condemnation Walt Whitman's stroke in plastering an enthusiastic endorsement by Emerson across the back of his book, intellectual wares were pushed conservatively. A word of praise from the *Athenaeum*, the *Nation*, or other recognized authority was the best advertisement. If unobtainable, provincial puffs were found. A novel would be advertised in the *Middle West* on the averment of the *Dundee Advertiser* or *Lancashire Watchman* that it was "a sterling volume"; in Britain it would be listed with the endorsement of the *Buffalo Clarion* and *Toledo Times* as "a classic of its kind"—such critics, like some prophets, having most honor abroad. But the day of the ten-cent magazine and other new journalistic forms, of the

romantic novel of the "Rupert of Hentzau" and "Knighthood in Flower" type, and of the multiplication of advertising space by bicycles and a hundred other new articles, altered book advertising also. Just what books first had the new commercial backing none can say. But Paul Leicester Ford made his bow in 1894, John Fox and Owen Wister in 1896, Charles Major and Winston Churchill in 1898, Booth Tarkington, Frank Norris, and Edith Wharton in 1899; David Graham Phillips, and Stewart Edward White with the new century; and in these years the new advertising was in full swing. A publisher then frequently centered his efforts on one book, as he now does only when a Wells produces a "Mr. Britling"; his advertising was spectacular and often wide, and we came to know what "best seller" meant. Nowadays the field is more varied, and we have such devices as the "blurb" and news about authors.

How to ensnare the reader's curiosity—that is the question. It is the best of psychology that undertakes to sell Ridpath's history of the world with a grandiose picture of the Tower of Babel. One publisher offers evidence that advertising by means of the half-told story and alluring illustration has sold 2,800,000 copies of Jack London in five years, and we would scarcely like to guess how much it has sold of an inferior author like Morgan Robertson. Mere puffs are now obsolete. Readers have long since learned that any young writer is "destined to go far," and that any book by an old one "would make the reputation of a new author." They know that reminiscences are always "delightful"; essays always "full of rare insight"; criticism is always "incisive"; and that poetry always "entrances by its sheer beauty." Autolycus had no word-bag like that from which ready critics have made book-characterization meaningless. Time was when personal endorsements threatened to play a large part in book "promotion," and it was recalled that Lincoln's enjoyment had sold Nasby's books, and President Garfield had helped "Ben Hur"; but Roosevelt did much to spoil this plan, for he developed a way of sincerely endorsing every other book of any note sent to him, from "The Simple Life" to hunting sketches. Publishers have had recourse to striking advertising devices—even the Yale University Press not long since advertised its books in imaginary letters from Washington to Hamilton.

On the whole, book publishers know as well as any one that honesty in advertising pays. We should like to believe in two complementary principles: that the worst of books cannot be pushed far by any advertising, and that the very best will sell with little. Publishers would generally admit the truth of the first. It is the public's fault if the second is untrue. How much formal advertising did "Pickwick" get when it rose from a few score copies of each number to many thousands in a few weeks? Very little, and it is reputed still the best-selling book of the best-selling novelist in the world.

From the New York Evening Post.

HOME SCHOOL FOR BOOKSELLERS

Conducted by Miss Bessie Graham

LESSON XX—LANGUAGE BOOKS
OF TO-DAY

"If there is one thing in this world that, next after the flag of his country and its spotless honor, should be wholly in the eyes of a young poet it is the language of his country. He should spend the third part of his life in studying this language and cultivating its total resources. He should be willing to pluck out his right eye, or to circumnavigate the globe, if by such a sacrifice he could attain to greater purity, precision, compass or idiomatic energy of diction."—Thomas De Quincey.

The most important language books, next to our dictionaries, are our books of synonyms. These are the most inadequate and inferior books of reference which we have. There is not a really good unabridged dictionary of discriminated synonyms on the market.

Books of synonyms are of two kinds: synonyms discriminated and synonyms indiscriminated. The second kind far outnumber the first. A book of synonyms indiscriminated is hardly more than a treasury of alternate words; but a book of synonyms discriminated is a book of words defined and distinguished.

Since there are no two words in the English language which are at all times of identical meaning, the main purpose of a book of synonyms should be to discriminate between words, to show when synonyms are not synonyms, to point out in what senses they are not interchangeable. We consult a book of synonyms to learn not the meaning of a word but the difference in meaning between two words. Fine shades of meaning can only be given by defining two words at once and contrasting the definitions. The end of a book of synonyms should be to offset meanings.

CRABB, GEORGE. 1778-1851.

English Synonyms Explained in Alphabetical Order. Harper, \$1.25.

(The oldest book of English synonyms was the best until it was revised. Crabb's book was published first in 1816 and its one hundredth anniversary was celebrated by Harper Brothers in the publication of a "Revised Edition," containing 2500 new key words. This centennial edition of Crabb's "Synonymes" is far from being an advance over earlier editions, for the reason that it omits all the "quotations from the best writers illustrating the use of words," which was such a valuable feature of the original work.

Synonyms in Crabb's book are discriminated, or as the author says "explained," with greater fulness and scholarship than in any other book of synonyms. The quotations, showing the correct use of the words as discriminated, were a necessary adjunct to the text, serving as they did for illustration and example. Their removal from the centennial edition was a distinct loss.

The substitution of cross references in the centennial edition for an index is a very unpopular change. Cross references have always exasperated the general public. To find a word in the index and turn to its page is more direct than to find it in the text and to be referred to it under another entry. In the index there are fewer pages to turn over than in the text and the time-saving is greater.

ROGET, PETER MARK. 1779-1869.

Thesaurus of English Words and Phrases.

Dutton, *Everyman's*, 2 v., \$1.80.

Lippincott, \$1.25.

Longmans, \$1.25.

Crowell, \$1.00, \$1.25, indexed, \$1.50, \$1.75.

Crowell—Revised and greatly enlarged by C. O. S. Mawson, \$1.50, \$2.00.

("Thesaurus" is a Latin word meaning "a treasury" or "a storehouse." A thesaurus is a book of synonyms on a very broad scale. It groups words and phrases which are similar in idea rather than strictly synonymous in expression. Roget's great work appeared first in London in 1852, and it still stands alone as the only work of its kind, whose excellence it would be difficult to rival. Only once has an advance upon Roget been attempted, that is in a "Thesaurus Dictionary of the English Language" by Francis Andrew March (Historical Publishing Co., Phila.), a work which includes the definitions of the words, at a great increase in the size and cost of the book.

Roget's "Thesaurus" has long been known as the royal road to a vocabulary. While it is acknowledged as an indispensable tool to literary workers, its value for translators needs to be better appreciated. A copy of the "Thesaurus" should be sold with every foreign-English dictionary.

The editions of Roget's "Thesaurus" current to-day are all revisions. Longmans' is twice revised, first by John Lewis Roget, son of the author, and again by Samuel Romilly Roget (1911). The Crowell thin paper edition is revised by C. O. S. Mawson; the *Everyman* edition by Andrew Boyle.

SMITH, CHARLES JOHN. 1804-1872.

Synonyms Discriminated. Holt, \$2.00.

Synonyms and Antonyms. Macmillan, Bohn, \$1.75.

(Smith's dictionary of synonyms bids fair to supersede Crabb's. To the present centennial edition of Crabb, Smith is much superior. All of the features of Crabb's "Synonymes" are present in Smith's "Synonyms Discriminated." The derivation of words is given, the synonyms are closely discriminated, quotations from standard authors illustrate the use of words, and the work is well indexed. Still the precentennial edition of Crabb remains the better book on one ground. Crabb shows better than any one else in what particular uses synonymous words are not interchangeable. His contrasts between words are more finely drawn. It is not always clear in Smith's book when synonyms are not equivalent.

Smith made the mistake of many other writers on synonyms of treating five or six words at a time as synonymous. It is rarely that more than three words can strictly be called synonyms, and the treatment of words in larger groups necessarily lessens the closeness of the distinctions drawn.)

SOULE, RICHARD. 1812-1877.

Dictionary of English Synonymes and Synonymous or Parallel Expressions. Lippincott, \$2.50; Little, \$2.25.

(Soule's work, revised by George H. Howison, LL.D., is designed "as a practical guide to aptness and variety of phrase." The synonyms are not discriminated. Soule's work is practically a thesaurus, arranged alphabetically, not classified in categories like Roget's.

Soule is also the author of a "Pronouncing Handbook" Lothrop. 50c.)

FALLOWS, SAMUEL. 1835—

A Complete Dictionary of Synonyms and Antonyms. Revell, \$1.00.

(Bishop Fallows' dictionary is very comprehensive, including homonyms, as well as synonyms and antonyms, a list of abbreviations, colloquial phrases, prepositions, and Britishisms and Americanisms.)

FERNALD, JAMES CHAMPLIN. 1838-1918.

English Synonyms, Antonyms and Prepositions. Funk, \$1.50.

(Over 8000 classified and discriminated synonyms, with nearly 4000 antonyms, together

HOME SCHOOL FOR BOOKSELLERS—Continued

with examples of the correct use of prepositions. Designed as a textbook, with questions on the text given in the appendix.)

FLEMMING, LOUIS ANDREW. 1875—
Synonyms, Antonyms, and Associated Words.
Putnam, \$1.50.

(This work, sometimes called "Putnam's Word Book," contains in its main word list 15,000 words. The subsidiary words of like, opposite, and associated meaning number 100,000.)

Smaller Books on Synonyms

BECHTEL, JOHN H.
Practical Synonyms. Penn, 50c.

FARQUHARSON, J. A.
Dictionary of Synonyms. Dutton Miniature Reference Library, 50c.

FAULKNER, H. C.
Handy Dictionary of Synonyms and Antonyms.
Burt, 75c.

FENBY, THOMAS.
A Dictionary of English Synonyms. McKay, 75c.

GRAY, AUSTIN K.
A Dictionary of Synonyms. Dodge, 25c.
LIPPINCOTT'S Handy Book of Synonyms. Lippincott, 50c.

ORDWAY, EDITH B.
Synonyms and Antonyms. Sully, \$1.00.

WHATELY, RICHARD, Archbishop of Dublin.
A Selection of English Synonyms. Lothrop, 50c.

Books About Words

The war has put our dictionaries, especially our slang dictionaries, almost as much out of date as our maps. With so many new words clamoring for admission into our language, the study of words has received a fresh interest, and etymology as an auxiliary to history is gaining the attention it deserves.

This review of the standard works on etymology and philology will serve as a background for the studies of neologisms so frequent to-day.

TRENCH, RICHARD CHENEVIX, Archbishop of Dublin. 1807-1886.

The Study of Words. Doran, \$1.00; Macmillan, \$1.00; Dutton, \$1.25.

English Past and Present. Dutton, \$1.25; Macmillan, \$1.00.

Select Glossary of English Words. Dutton, \$1.25.
Synonyms of the New Testament. Macmillan, \$2.00.

(It was the writings of Archbishop Trench that first made etymology popular. The study of the derivation of words was made so interesting in his lectures and writings that he became better known as a philologist than as a Churchman. With the impetus Trench gave to the subject, books about words and about language came to be written in great numbers. While Trench's studies belong to the field of "anecdotal etymology," dealing with the curious and the striking in word-derivation, they are generally sound in scholarship. He contributed little that was new or original to the science of philology, but he did much to promote the study of the science.

Trench's division of his subject in "The Study of Words" into poetry in words, history in words, morality in words, is one that many later writers have followed, adding biography in words, geography in words, and similar headings.

WHITE, RICHARD GRANT. 1821-1885.
Words and Their Uses, Past and Present. Houghton, \$2.25.

Every-Day English. (A Sequel.) Houghton, \$2.25.

(Richard Grant White belonged to the camp of the extreme purists in speech. He was a philologist-critic of the most conservative type. The use of words interested him most; the derivation was to him of less concern than the employment. His two books, being in the

nature of books of objections to certain words, are very sharpening to our critical faculties. Usage never justified a locution to White. Such expressions as, "to catch a car," "to execute a man," "to remit a bill" were, to him, "vicious." His Index Expurgatorius was very large. It included such innocent offenders as "ice-cream," "help-meet," "had rather," and "donate" and "enthuse."

One of the most convincing criticisms of our speech which White ever made is his analysis of the expression, "the exception proves the rule," in "Words and Their Uses." Our fallacious and idiotic use of this maxim, White was the first to point out, and his arguments have been borrowed by many other grammarians.

White is to be remembered as a great Shakespearean scholar and editor of the *Riverside Shakespeare*, as well as for his books on language.

MÜLLER, MAX. 1823-1900.

Biographies of Words. Longmans, \$1.75.

Comparative Philology. Scribner, \$2.00 (being v. 4 of "Chips from a German Workshop.")

(Max Müller was Professor of Modern Languages at Oxford where his lectures and writings "did more to awaken in England a taste for the science of language in its modern sense than the labors of any other single scholar." Müller was a writer of great poetic imagination, as is most evident in his "Autobiography" (Scribner) and in that charming autobiographical fragment, "Auld Lang Syne." His most recondite studies are never dry or dull. "Biographies of Words" is his most popular linguistic work.

WHITNEY, WILLIAM DWIGHT. 1827-1894.

The Life and Growth of Language. Appleton, \$1.60.

Language and the Study of Language. Scribner, \$2.50.

Oriental and Linguistic Studies. 2 v. Scribner, \$2.50 ea.

(Whitney was an eminent Sanskrit scholar and held the chair of Sanskrit and Comparative Philology at Yale College for forty years. He was the first president of the American Philology Association, and is remembered best to-day as the editor-in-chief of the Century Dictionary.

Whitney's works, while thoroly scientific, are not too technical for the general reader. His first book consists of twelve lectures given at Yale, and his Oriental studies include interesting literary studies of the Vedas, the Zend Avesta, and other subjects such as "The Science of Language," "Orthography and Phonology.")

TAYLOR, ISAAC, Canon of York. 1820-1901.

Words and Places. Dutton, *Everyman's*, 90c.

(Canon Taylor is the standard authority on the historical geography of Great Britain. His "Words and Places" (limited to the British Isles) is a series of "etymological illustrations of history, ethnology and geography." The author points out that local names are records of the past, that they preserve for us memories of past migrations and conquests. The names on our maps are able to supply us with traces of the history of nations that have left us no other memorials. Anglo-Saxon place names in England are distinguishable by their suffixes, all of which signify "enclosures": "ton," surrounded by a hedge; "fold," by felled trees; "worth," a place warded; "ham," a place hemmed in. All the local names in the north-east of Scotland are Norwegian, bearing witness to Norway's early ownership.

Taylor wrote a number of works which have passed out of print, chief among them his "History of the Alphabet," one of the best studies of the subject. His "Origin of the Aryans" is published by Scribner (\$1.75).

LOUNSBURY, THOMAS RAYNESFORD. 1838-1915.

The Standard of Usage in English. Harper, \$1.50.

The Standard of Pronunciation in English. Harper, \$1.50.

English Spelling and Spelling Reform. Harper, \$1.50.

A History of the English Language. Holt, \$1.25.

HOME SCHOOL FOR BOOKSELLERS—Continued

(Professor Lounsbury of Yale was a linguistic critic of the most open-minded and progressive type. He was singularly free from pedantry and the academic attitude. "Standard Usage" allays many confusions and fallacies that have arisen in regard to certain expressions reputed to be ungrammatical. It justifies the use of a plural verb with "none." (None are for me. None deny there is a God.) It defends the split infinitive, "to really understand," and the expression, "the two first." It establishes "had rather" as the correct form and not "would rather.")

Lounsbury was a strong advocate of spelling reform and his book won many adherents to the cause. In his "Standard of Pronunciation" he champions many American pronunciations as correct in spite of British statements to the contrary.)

FERNALD, JAMES CHAMPLIN. 1838-1918.

Connectives of English Speech. Funk, \$1.50.

Expressive English. Funk, \$1.60.

A Working Grammar of the English Language. Funk, \$1.50.

English Grammar Simplified. Funk, 85c.

Better Say. Funk, 25c.

Helpful Hints in English. Funk, 25c.

(Dr. Fernald was one of the editors of the Standard Dictionary and a very helpful authority on all questions of English.)

CLODD, EDWARD. 1840—

The Story of the Alphabet. Appleton, 60c.

(This is the only popular handbook on the subject since Canon Taylor's work on the alphabet has gone out of print. Edward Clodd's very readable style is well known in his delightful book of "Memories," Putnam, \$3.00.)

SWEET, HENRY. 1845-1912.

History of Language. Dutton, Temple Primers, 50c.

(This little primer, by a great Anglo-Saxon scholar and philologist, is a standard work for students. Dr. Sweet's recent "Collected Papers" (Oxford, \$7.20) contains much miscellaneous material on the history of language.)

VIZETELLY, FRANCIS HORACE. 1864—

Essentials of English Speech and Literature. Funk, \$1.50.

A Desk-Book of Errors in English. Funk, \$1.00.
Twenty-Five Thousand Words Frequently Mispronounced. Funk, \$1.75.

(Dr. Vizetelly, Managing Editor of the Standard Dictionary, has in his "Essentials of English Speech" written a valuable outline of the origin and growth of the English language. His desk-book of mispronounced words consists of selected words with the same system of ortho-epic notation as is used in the Standard Dictionary.)

WEEKLEY, ERNEST.

The Romance of Names. Dutton, \$1.75.

The Romance of Words. Dutton, \$1.75.

Surnames. Dutton, \$2.50.

(Professor Weekley, of University College, Nottingham, has come nearer to Archbishop Trench's method and manner of writing on philology than has any other author. Weekley writes with commanding interest, and his romantic stories of words prove his title to be no misnomer. His work on "Surnames" stands alone now that Baring-Gould's "Family Names" (Lippincott) is out of print.)

BLACKBURN, E. M.

A Study of Words. Longmans, \$1.25.

(This book treats of the most interesting side of word study, that known as Semantics, the science of the sense development of words. The author selects words that have undergone curious changes.)

GREENOUGH, JAMES BRADSTREET, and GEORGE LYMAN KITTREDGE.

Words and Their Ways in English Speech. Macmillan, \$1.25.

(This book is a school room classic. It has done more than any other book to awaken in the young an interest in the study of words. The authors who are respectively Professor of Latin and Professor of English in Harvard

University, have followed Archbishop Trench's divisions of poetry in words and biography and geography in words. Their chapter on slang is particularly interesting, and few textbooks are so rich in humor as this one.)

AYRES, ALFRED.

The Verbalist. Appleton, \$1.25.

The Orthoepist. Appleton, \$1.25.

Some Ill-Used Words. Appleton, \$1.25.

(Among the number of handbooks on correct English, "The Verbalist" and "The Orthoepist" are two of the oldest and best-known. The first deals with words frequently misused. It distinguishes between "shall" and "will"; it discusses "somebody else's" as compared with "somebody's else"; it condemns "bran new," "those kind," "mutual friend," etc. The second book calls attention to words frequently mispronounced; such as, "address," "sacrilegious," "oleomargarine," "finance," etc.)

It is to be noted that among books of this type the "Correct English Publications of Josephine Turck Baker, editor of the magazine *Correct English*, are especially valuable. See Supplementary Lists, page 57, in the Publishers' Trade List Annual.

"Good English" by Professor John Louis Haney (Egerton Press, Phila.) is one of the newest and best books on this subject.)

MENCKEN, HENRY LOUIS. 1880—

The American Language. Knopf, \$4.00.

(The author calls his book "A Preliminary Inquiry into the Development of English in the United States." It is the first exhaustive study that has ever been made of the many divergencies in English and American pronunciations and vocabularies. It is a book of absorbing interest and staunch patriotism.)

PHYFE, WILLIAM HENRY PINKNEY. 1855-1915.

Eighteen Thousand Words Often Mispronounced.

Putnam, \$1.50, \$2.50.

Five Thousand Words Often Misspelled. Putnam, 75c.

Questions on Language Books

1. What is a thesaurus?
2. In what way does a book of synonyms undiscriminated differ from a thesaurus?
3. What are the advantages of the old edition of Crabb's "Synonymes" over the new edition?
4. Which is the most enlarged edition of Roget's "Thesaurus"?
5. How does Soule's book of synonyms differ from Roget's?
6. Which of our unabridged dictionaries gives synonyms and antonyms?
7. How many dictionaries of discriminated synonyms are there?
8. Compare Smith's book of synonyms with the centennial edition of Crabb's.
9. Name some desirable points in a dictionary of discriminated synonyms.
10. What is the smallest book of synonyms on the market?
11. What is the difference between etymology and philology?
12. What American etymologist was an extreme purist in the use of words?
13. What etymologist defended "had rather" as correct, and what etymologist condemned it?
14. Who wrote "Biographies of Words"?
15. Name a work by the editor-in-chief of the Century Dictionary.
16. Who is the chief authority on the etymology of English geographical names?
17. Who wrote a book on spelling reform?
18. Name a primer on the history of language.

**Lesson XXI on Philosophy
will be in the next
issue, May 3**

MR. DOUBLEDAY TRAVELS IN FRANCE WITH FRANK H. SIMONDS

Seeing the Battlefields Under Advantageous Conditions

While abroad I had a six weeks' experience with Mr. Frank H. Simonds, author of the "History of the World War," which I regard as a great privilege.

He came to England early in January to represent a syndicate of American newspapers at the Paris Conference. I saw Lord Northcliffe just before he left for the South and told him about Mr. Simonds' plans; he immediately arranged to take the English rights of the letters, and they have been published once a week or oftener in the *London Times*, and have excited a great deal of interest in England, representing as they do the American point of view of the Peace Conference. I confess I was rather surprised that this staid old newspaper should be willing and glad to present to its readers the American ideas written by Mr. Simonds, when it had ten or twelve of its own men in Paris representing the Conference.

We were invited by the British Government to visit the battlefields, and to make our headquarters at Château Tramcourt. We spent four days in this wonderful old château, and I shall never be enticed into a château again if I see it first. This venerable pile contains perhaps one hundred rooms, slept in, I have no doubt, by Methuselah, and it had two fireplaces. The rest of the building was a first-class refrigerator. I had the distinguished honor of sleeping in the room occupied by the King of England on his journey to France last year; but His Majesty had the good taste to visit the Château in summer when the cold chill of the rooms must have been invigorating rather than the reverse.

Poor Mr. Simonds suffered so much from the cold and damp that finally a kerosene lamp affair was placed in his room and this took off the worst edge of the chill. I got along very comfortably by taking off no clothes whatever and sleeping in my fur overcoat.

Every day we were called at seven o'clock to go about in open cars in a freezing temperature, usually in a drizzling rain, over the battlefields, including Ypres, the Hindenburg Line, Vimy Ridge, Rheims, Bapaume, and all the desolation which exists in that part of Northern France. It was somewhat of an exciting experience, too, because the fields of battle are still full of live shells, hand grenades, and every kind of explosive abomination. There was a Danish poet in the Château who went out with us one day, and amused himself by climbing up on a pile of live 9-inch shells. When he was first discovered the conducting officer found him unscrewing the nose of one of these shells which, if once exploded, would clean out a county. We all stood around in white terror as to what was going to happen to us, but the conducting officer said there were plenty of poets in Denmark.

In traveling over these fields, I was impressed again and again with Mr. Simonds'

extraordinary knowledge of every road, field, and trench. The chauffeur of the open car in which we were riding had fought three years in the battle line, and he thought that he knew the country pretty well. There arose a question as to which road we would take. Mr. Simonds, without a moment's hesitation, said: "Go to the left, after two miles turn to the right, then again to the left, and you will come to such a place." The chauffeur said he was quite sure that Mr. Simonds was wrong, especially as Mr. Simonds had never been over the road. His reply was that he knew the map, and so the chauffeur took a chance. It turned out that Mr. Simonds was right. This happened repeatedly over a line running north and south some forty or fifty miles. It was the most extraordinary exhibition of an intimate knowledge of roads that I ever witnessed in my life. He was not willing to miss even a single hill or a single trench, patiently and persistently plodding over the lines, backward and forward, until he got into his mind an exact picture of every situation.

Going out from Paris we did much the same thing in Château-Thierry, Belleau Wood, etc. On the way back one afternoon Mr. Simonds said: "I believe the house of 'A Hilltop on the Marne' is right in this neighborhood. Let's go and see what it looks like." Much to my surprise, in half an hour we found the cottage, looking off into the valley of the Marne. As soon as we got to it we recognized it, and altho the light was fast failing, we entered the little courtyard to view the valley, and knocked at the door to make inquiry as to what had become of the author. Much to our surprise, Miss Mildred Aldrich herself opened the door, invited us in, and told us we were her first visitors from America.

The French officials were more than attentive to Mr. Simonds. They realized that his report of the Conference and of the French people would be read by 5,000,000 people in the United States every week. There was no information nor point which they were not more than delighted to give him: all doors were open to him. Just before I left him the Government presented him with the Legion of Honor, very much to his embarrassment, particularly when the official who pinned it on his breast came to the trying operation of kissing him on each cheek.

We left him in Paris to carry on his work, very homesick but very enthusiastic to go on and report as best he could to his countrymen in the United States, and work on the fourth volume of his history which will take up the great epoch of America's entrance into the war. Both French and American officials will help him with material of a unique order.

F. N. DOUBLEDAY.

MAKING GOOD IN THE NEW ERA

A Page of Ideas and Suggestions for the Retail Bookseller

A Rainy Day Suggestion

In their April Bulletin, Grosset & Dunlap carry a very good suggestion for the bookseller who is ready to show the same enterprise as his neighbor in other lines of retailing.

Have you ever noticed when it begins to rain—in the windows of all the furnishing and drygoods shops along the street there appear as by magic signs like these: UMBRELLAS—RUBBERS.

Why don't you do likewise? Not umbrellas and rubbers—but **BOOKS!**

"Increase your sales on rainy nights by getting people to stop in at your store before going home. Rainy nights are popular with confirmed book readers, and many others do their reading when the weather is stormy.

A book dealer with this thought in mind makes the following suggestion:

"I would prepare for such occasions a large wooden sign which I would place on the curbing late in the afternoon. This sign would be conspicuously lettered, DRY ZONE. In my window I would have a cheery fireside scene and a lot of popular novels. A card reading: *A good novel will make good weather on a bad night*, would complete the display.

"The window would help convince the passer-by that a good book makes a disagreeable night lose its terrors, and the display would probably recall to him that his favorite author was offering another novel; and it would not surprise me if the plan would get a lot of new customers for me, as my stormy night friends would develop the habit of stopping at my window on other nights as well."

A Very Thoro Plan of Helps for the Retailer

The trade helps for the selling of the Automobile Blue Books are unusually complete and carefully planned. The latest circulars paving the way for the publication date, May 1st, give photographs of good window displays with practical suggestions as to how to best get attention to a guide book display.

The dealer is asked to decide on the display most suitable to his window space and by ordering by number can receive the right supplies, including such material as a wall map in six colors 40 in. x 60 in. giving routes in the dealer's territory, transparent window signs, attractive blue and white display cards of six varieties, book holders, two-color, eight-page circulars with dealer's imprint, electros for newspaper display, and circulars for the salespeople with suggestions that will help make sales.

Such complete plans for retail display will make the Auto Blue Books a much-featured item on the first of May.

Believe in Honesty

Don't be afraid, says *System*, to assume that the other man is honest, particularly in handling complaints, exchanges and refunds. The fair assumption is that the majority of men and women are honest. This is not a theological hope nor an ethical optimism; it is a cold-blooded commercial truth, and all of us must accept it as such if we are to do justice to our jobs.

We must realize that only a very small minority of customers ever try to "put anything over"—which, in turn, makes it necessary to forget that minority until it makes its presence known beyond doubt.

If a concern disregards that theory, its business will melt into a long string of ciphers. Without this faith, we could not trust others and other could not trust us. Our hands would be tied. With it there is a freedom of action in our business relations that is natural and highly convenient.

A News Clipping Window

Brentano's has just repeated its news-clipping book window which attracted so much attention when Mr. Witsil first planned it last year.

The main display window on Fifth Ave. was filled with books on current topics and beside each book was a card on which was pasted a newspaper clipping of current date, a news item which would be much better understood by the average man if he purchased and read the advertised book dealing with the subject. A crowd was collecting and dispersing in front of this display all thru the week and it made numerous sales as well as serving to emphasize in the public mind that the one who wishes to understand world events must be a buyer and reader of books.

Canvassing the Banks

The publication by A. W. Shaw Co. of two more volumes in its Banking Series brings the list up to six titles:

Buildings, Equipment and Supplies (New).
Management and Executive Control (New).
Advertising and Service.
Accounting and Costs.
Credits and Collections.
Loans and Discounts.

Such a series saleable by single volume or by sets suggests to the retailer a careful canvass of the banks of his city or state. No institutions are more approachable with new ideas than the banks and to no business man are new ideas more important.

Booksellers have found that one or two morning hours devoted to such a canvass by salesmen from the floor proves to be time profitably spent. It creates sales, advertises the store, and helps in showing possibilities for future sales.

AMONG THE PUBLISHERS

"THE NEW ELIZABETHANS"—that book of memoirs by E. B. Osborn which had been looked forward to so eagerly by all those interested in the group of talented young men who gave their lives in the war—was published by the house of Lane during the past week.

"170 CHINESE POEMS," an anthology of Chinese verse from the second century B. C. up to modern times, translated by Arthur Waley, is to be published at once by Alfred A. Knopf.

THE AMERICAN LIBRARY ASSOCIATION has voted to appoint a committee to act jointly with a committee of the American Historical Association to consider a project for assisting in a revision of Adam's "Manual of Historical Literature."

GEORGE LANSBURY, editor of the *Labor Herald* in London, is rapidly coming into his own as a leader of British labor. His frank study of social conditions, "Your Part in Poverty," published by B. W. Huebsch, has just gone out of print and a new edition is to be issued shortly.

THE READING PUBLIC everywhere will be pleased with the announcement that George H. Doran Co. has ready for early publication a new Mary Roberts Rinehart book. This time it is a collection of love affairs, seven short sketches, which are to appear under the simple title, "Love Stories."

AN ECHO of a literary sensation of another decade comes in the word that E. P. Dutton & Co. are preparing a new edition of the "New Journal of Marie Bashkirtseff," translated from the French by Mary J. Serrano, which has been out of print for some time. The book will be ready for publication early in May.

HARPER & BROS. are calling attention to their *Opportunity Books*, a new series dealing with some of the varied opportunities now open for the American man in business and industry. One book—that on farming—has already appeared; other volumes now in preparation discuss such subjects as chemistry, journalism, aviation and the merchant marine.

MARIA THOMPSON DAVIESS has a new novel, "Bluegrass and Broadway," which the Century Co. announces for May publication. If intimate knowledge of scenery described is a prerequisite of the successful writer, Miss Daviess here qualifies since in recent years she has spent much time looking after her play and motion picture interests on Broadway, while she has always made a point of looking after the chickens on her Bluegrass farm.

A LATIN AMERICAN volume in the Marshall Jones series dealing with the "Mythology of All Races" is now under way by Hartley Burr Alexander of the University of Nebraska. It will be the seventh book in this thirteen volume set to be finished.

STEWART & KIDD Co. have recently taken over from Henry Holt & Co. the publication rights of "The Changing Drama" by Archibald Henderson. They are expecting shortly to publish a new edition, uniform with the rest of their dramatic series.

SIR THOMAS BARCLAY, the eminent authority on international law, has written an important and timely work entitled "Collapse and Reconstruction: European Conditions and American Principles," which Little, Brown & Co. will publish this spring.

"THE ORIGINAL THOUGHTS of great minds have done far more for the advancement of mankind than any deeds of physical prowess," write Arthur and Dorothea Ponsonby in introducing "Rebels and Reforms," a new book for young people giving the biographies of a dozen heroes of thought from Savanorola to Tolstoi, of which Holt is the publisher.

ABOUT THE MIDDLE OF MAY E. P. Dutton & Co. will have ready another book by the English scientist, W. J. Crawford, on his investigations into psychical phenomena. His first book, published a year or more ago, on "The Reality of Psychic Phenomena" recorded and discussed the experiments he had carried on during 1915 and 1916 and the forthcoming volume continues the discussion and recounts the conclusions to which he has come.

WITH ITS CHIEF OBJECT that of inspiring men of foreign birth with the spirit of American citizenship and American institutions Houghton Mifflin's little volume entitled, "Americanization and Citizenship," is bound to attract favorable attention. Its author, Hanson Hart Webster, aware of the intense patriotic wave which has swept the country during the past year, has taken advantage of the moment by writing a book which can do much to promote the Americanization movement among our aliens.

ANNOUNCEMENT has just been made that the publications of the University Museum of Philadelphia will hereafter be distributed by D. Appleton & Co. who are also the selling representatives for the publications of the University of Pennsylvania. The University Museum books consist chiefly of works on explorations in Mesopotamia and Bible Lands, in Egypt and Crete, and on studies and explorations among the Indians and native tribes of America.

An Interesting Letter from Mr. Grosset

[The letter in last week's issue from Mr. Pettibone of Guiney-Pettibone Co., showed that retailers are alive to the great possibilities ahead in this year's business. We have asked permission to print the trade letter from Mr. Grosset to which Mr. Pettibone referred.]

To Our Friends in the Trade:

At last the book business has come into its own.

I make this statement unreservedly because I have had the opportunity of sensing this condition from many angles.

First and foremost are the reports that we are receiving from all over the country of the unusual selling that is being done by the retail bookstores in this, the post-Christmas season. Then, too, there are the reports I am getting from the representatives of all the large publishing houses in New York, Boston, Philadelphia and Chicago who come into our office in the natural course of our business affairs. All of them report bigger business than they have ever had in the past.

I thought at first that the unprecedented selling of books at Christmas time was but a natural reflex of the general generous gift-buying incident to an unusual holiday season, but subsequent experience leads me to believe that it was something more, an indefinable something that has gotten into the public consciousness and has made it turn to books as never before in the history of the book-selling art.

We have all speculated a great deal as to the contributing factors to this great awakening upon the part of the public to the value of books, and are inclined to the thought that there are undoubtedly several contributing causes, the foremost of which is probably the fact that for two years the Government, behind the American Library Association, in its drive for books for soldiers, has conducted the greatest advertising campaign for books which has ever been inaugurated for any one article in the history of advertising. The sign, "Books Wanted," appearing in the newspapers, on millions of posters, on cards, on streamers and banners, in street cars, on billboards, on the backs of books—wherever there were eyes to behold—has resulted, not merely in millions of gifts of books for the soldiers, but it has had the result that a demand for books has been created on every side, such as has never been excited before.

But why speculate? Should we not rather accept the condition as a concrete fact, and each one of us endeavor to make the most of this great opportunity?

I think my opinion will be borne out by most of the book-trade when I say that there has never been such an opportunity to get results from the intelligent forcing of sales of all kinds of books as there is to-day. At least, that has been the conviction expressed by every member of the retail book fraternity with whom I have come in contact since the first of the year.

It is not the purpose of this letter to suggest any particular manner or means of promoting sales nor to advocate the pushing of our own or any line of books in particular, but rather do I endeavor to stress to the best of my ability the important fact that at last the long-hoped-for era has arrived, and that there is now an opportunity for making retail bookselling a real, live remunerative business enterprise and not merely an adjunct to a miscellaneous stock of general merchandise—a chance to make it a leader in a general stock rather than a trailer—and that the old days that we of a younger generation have been hearing about for years from the deans of the profession, the good old days before the advent of the movie, the auto, the phonograph and the thousand and one other diversions which have taken the minds of the people away from books, are here again.

It has been my desire in this letter to place before you corroborative testimony concerning an idea that has, doubtless, been lurking in your own mind. I shall be contented if my words have in any wise served to strengthen your conviction as to the great opportunity now at hand, so that you will undertake your daily task with a new enthusiasm born of the knowledge that success is sure.

Earnestly yours,

ALEXANDER GROSSET.

P. S.—One thing more, tho perhaps it ought not to be made a part of this letter. I want to speak of it notwithstanding.

In May there is to be held in the city of Boston, the Twentieth Annual Convention of the American Booksellers' Association. Won't the booksellers from all over the country turn out *en masse* to this convention and make it a grand big rally, a regular "whooper-up" occasion?

Write to Publishers' Weekly

The PUBLISHERS' WEEKLY wants every subscriber to be one of its correspondents and a news gatherer for the benefit of the trade generally.

If it happens anywhere in this country or Canada our readers are interested in:

The starting of a new store.

The failure of an old one.

Changes in ownership.

Changes in managers.

A fire.

A new building.

Unusual new bookstore fittings.

A branching out in new directions.

The death of a well known bookman.

News from trade associations.

New examples of trade co-operation.

Co-operation with other organizations.

Successful sales by new methods.

Unusual window displays.

The finding of new fields of book distribution.

New store methods.

Successful training for salesmanship.

Trade troubles if fundamental.

Trade hopes if well founded.

Write it at once to the PUBLISHERS' WEEKLY.

A Successful Store Club

A group of the Celluloid Company's employees, says *System*, have formed the Celluloid Business Club, which is run by the employees themselves without paternalistic interference from the heads. At the fortnightly meetings topics of general business interest are discussed by specialists in various lines. From 50 to 75 per cent of the employees of the home office attend the meetings, held, of course, after business hours. The club is a self-governing organization with four committees, executive, educational, program, and reception, in charge of various activities. Supplementing the information the meetings supply, is a library of books and articles carefully chosen to meet the tastes and interests of the club members.

A club such as this is well worthy of note since its self-governing features are decisive factors in developing initiative and personal interest among employe members.

Reductio Ad Absurdum

R. H. Macy & Co. and James A. Hearn & Son, both of New York, have recently waged a sensational price cutting contest on peroxide soap. The regular price is about eight cents a cake. Both stores had it put on one of their regular soap sales. Hearn's featured six cakes for 36 cents. Macy's price fell a little under. Then, first one store and then the other went its rival one better, until finally Macy offered twenty-four cakes for one cent, and displayed a sign stating that if any competitor imagined he could cut under Macy, he had another guess coming. When both stores ran out of the soap, both offered to take orders for it at twenty-four cakes for a cent to be delivered when the new supplies came in. People stood in line at both places to put in their penny orders.

When they start a fiction sale on the same basis it will bring the new novels within the reach of anyone who is willing to pay ten cents a dozen.

"Mlle de Maupin" Proved Guiltless

For selling a copy of "Mlle. de Maupin" by Theophile Gautier, Raymond D. Halsey of McDevitt-Wilson's bookstore, New York, was arrested on November 30, 1917, at the instigation of the New York Society for the Suppression of Vice, the society which Anthony Comstock made famous and which is now directed by John S. Sumner. The society made its case against the clerk and not against the store, but the McDevitt-Wilson Company supported Mr. Halsey in fighting the case, and on January 18, 1918, he was acquitted. Suit was then brought against the society for damages, and on April 21st this year Judge Wagner of the Supreme Court of New York rendered an award of eighteen hundred dollars to be paid to the plaintiff. Similar prosecutions have been made by this society before, but a final court decision has not previously been obtained.

Grandma Worry Waits for the 'Bus



Activity in the English Booktrade

The American publishers who have been abroad during the late winter bring back favorable reports as to the situation in the English market, which show that the book business is in a most flourishing condition this spring. The great advance in manufacturing costs and the resultant high retail prices of current books have produced practically no counter-effect on the sales. For instance, books are now put on the market at three shillings and sixpence net, that a few years ago would normally be one shilling net, and yet it is claimed no depreciation in the number of copies sold is perceptible.

Mr. Fleming H. Revell of the F. H. Revell Company, who has just returned from England after a two-months visit, says that the demand for fiction in England during the later war period was something phenomenal. In order to supply the demand, publishers had to resort to the profitable expediency of digging up from "dead" sheet-stock everything in the form of light literature and binding it in the simplest form to meet the demand for fiction from the front. This extraordinary demand came also from the war industries women workers who were making high wages and investing in luxuries, ranging all the way from sealskin coats at forty pounds sterling, payable on the installment plan, to novels at six shillings each on regular weekly purchase. This call for light literature naturally has passed, but while the demand raged a number of new publishing firms were encouraged to make their *debut*. The present outlook in London is very satisfactory for a profitable season, all the publishers having attractive spring lists, while the retail trade has nothing to complain of regarding action in the book business.

Profit Sharing

The general subject of profit sharing, says *Printers' Ink*, is one which seems to be receiving the attention of an increasing number of companies at the present time.

Almost every week some new corporation announces a plan, so that the original list of plants which have employed various systems has been greatly increased.

A very comprehensive book on the subject, giving plans in detail and their results in actual operation is "Profit Sharing," a collaboration by Burnet, Dennison, Gay, Heilman and Kendall, published by Harper & Bros. A bulletin published by the United States Department of Labor on the subject, called "Profit Sharing," Whole No. 208, 1917, contains a complete list of references to books, pamphlets and magazine articles. "Profit Sharing by American Employers," issued by the Welfare Department of the National Civic Federation, New York, is another. "New Ideals in Business" by Ida Tarbell, published by Macmillan Company, contains some interesting examples. "Industry and Humanity" by McKenzie King, published by Houghton Mifflin & Co., contains much of value.

When the Treaty Is Signed

Conjectures are already rife regarding the effects of the coming Treaty rights upon the literary world in general. Witness, for example, the following comments upon the opportunities which such an occasion will bring, as given in a recent issue of the New York *Evening Post*:

Applications for publishing rights to the Treaty are already pouring in on the authors at Quai d'Orsay. Offers include dramatic rights, moving picture rights, and rights of translation into foreign languages, including the German.

And what a chance for the blurb writers on the book jackets! "Vibrant with the heart's blood of 1,447,000,000 men, women, and children; with the passions of 161 delegates, and 9463 miles of frontier. The most stupendous collection of corridors, neutral zones, and riparian rights in history."

And for the writers of advertising copy, modern style:

"From the Gulf of Cataplexia the line runs southeast by south across the promontory of Igrwx to the three-mile limit of the Phenacetine Archipelago, thence by way of the Danube and the Yang-tse-kiang to the free port of Fudgiyama, whence— For the continuation of this heart-gripping tale buy 'The Treaty,' \$1.65, at all booksellers."

As for the book reviewers, the imagination staggers.

Recent Motion Pictures Based on Books

These pictures have been selected for listing by the National Board of Review of Motion Pictures:

Love Hunger, 5 reels, Hodkinson Service. Star—Lillian Walker.

A small town drama adapted from John Breckenridge's novel "Fran."

Blind Man's Eyes, 5 reels, Metro. Star—Bert Lytell.

A picturization of the novel of false evidence by William McHarg and Edwin Balmer.

Test of Honor, The, Famous Players-Lasky. Star—John Barrymore. 5 reels.

Founded on the novel by E. Phillips Oppenheim, "The Malefactor."

Vicky Van, Famous Players-Lasky: Paramount. Star—Ethel Clayton.

A picturization of Carolyn Wells' novel of the same name, dealing with the dual personality of a wife.

Eternal Magdalene, The, Goldwyn, 5 reels. Star—Maxine Elliott.

An allegorical social drama adapted from the stage play and book of the same name, by Robert H. McLaughlin.

Island of Intrigue, Metro, 5 reels. Star—May Allison.

Picturization of Isabel Ostrander's romance of the same name.

Bolshevism, 6 reels, Select. All star.

Socialistic drama from the novel by Thomas Dixon "Comrades."

Postal Reform on the Way

Important reforms in the postal service of the country have been agreed upon and their execution has been promised by the Post Office Department as a result of numerous and continued complaints made against the present system.

Recently an important postal conference was held at Washington on invitation of the Hon. John C. Koons, First Assistant Postmaster General. It was called to bring together some of the principal business organizations of the country, the chief officials of the Post Office Department and the postmasters of seventy-five leading cities for the purpose of discussing existing defects and considering methods for improving the postal service.

The field for improvement, however, was limited somewhat when Postmaster General Burleson in his opening address declared unswerving adherence to those policies which the Merchants' Association of New York has opposed in the belief that they are detrimental to the efficient operation of the postal service. The policies which Mr. Burleson refused to abandon are:

Reduction of the railway postal service.

Abandonment of the pneumatic tube service.

Space basis of payment for mail transportation.

Expansion of the parcels post service.

Zone basis of charge for second-class mail (periodicals).

In view of the Postmaster General's attitude, these and some other questions of departmental policy were not included in the subjects under discussion and suggested reform was restricted mainly to administrative details.

Among the topics coming up for discussion which were of immediate interest and concern were those dealing with special delivery service; more prompt payment of indemnities for insured parcel post claims; improved methods of handling fragile, perishable and special delivery parcels; safeguarding parcel post packages, etc. The subject of early deposits of mail by business houses in order to give the post office time to work the mail for early dispatch was discussed with much interest and it was agreed that the matter should be taken up by the local postmasters in the principal cities with local committees representing business organizations with a view to co-operation.

Thruout the entire discussion great stress was given by practically all the postmasters present to the desirability of closer co-operation between business interests and the postal authorities, as a means first, for discussing any existing dissatisfaction and second, for devising ways to remove the causes. On this point the Committee on Program made the following recommendation:

"It is especially recommended that in large cities where there is organized a Publishers' Association, that the postmasters invite the co-operation of said association for the

purpose of more efficiently handling the publishers' mail and for its proper and systematic expedition and dispatch."

As a result of the conference, the Post Office Department has been made fully aware of many existing defects in the service which had not hitherto been duly appreciated by it and it may be fairly anticipated that considerable improvements in service will result.

Short Story Contest as Memorial to O. Henry

All that army of writing folk who are sure they are meant whenever anyone talks about the mantle of the late O. Henry falling on the shoulders of a new writer will now have a chance to prove that the mantle fits their shoulders. At a recent dinner of the Society of Arts and Sciences a committee was appointed to provide a memorial to the late Sidney Porter, known thruout the land by his pen name of O. Henry.

This committee has just reported that the memorial finally decided on has taken the form of "an award by the Society of Arts and Sciences of two prizes, one of \$500 and the other of \$250, to the best and second best short story written by an American and published in America in the year 1919." A committee of judges who will make the awards has been selected and consists of Blanche Colton Williams, Ph.D., of Hunter College; Edward J. Wheeler, editor of *Current Opinion*; Ethel Watts Mumford, Prof. Robert Wilson Neal of Amherst and the Rev. Dr. Merle St. Croix Wright.

Announcement of the prize winners will be made on January 1. An advisory committee numbering many distinguished authors will assist the committee of judges in making the award.

A Winning Nation

"Now we in this country, as in all other countries, are in a position to learn the lesson of history of the past seventy years. We can free ourselves entirely from the idea that economic forces, that supply and demand alone, are to determine the destiny of this nation or any other nation. That destiny will be determined by the spiritual forces, the forces of solidarity, the forces of co-operation, the forces of partnership on the one hand and struggle on the other. It is that nation which can look forward and adjust itself to these spiritual forces, which can properly place before its workingmen the inducements of a united nation, a prosperous country, and fair treatment of its own people and of foreign peoples; it is the nation which can appeal to goodwill instead of to the coercive power of the army, at home and abroad; it is the nation which realizes these great spiritual forces and rids itself of purely economic and material ideals, that will in the long run win."—John R. Commons.

CHANGES IN PRICE

ALFRED A. KNOPF
The American Language by H. L. Mencken, \$5.00
(Effective May 1st)

HEARST'S INTERNATIONAL LIBRARY CO.
Belloc's "Elements of the Great War" now \$2.00

FREDERICK A. STOKES CO.
Prices increased April 15th on various volumes, miscellaneous, fiction and juveniles. List furnished upon request.

ISAAC PITMAN & SONS
Pitman's Commercial Correspondence in French, now \$1.35.
Auditors (11th edition) by F. W. Pixley, now \$8.00

COMMUNICATIONS**A Discount on Pick-Ups**

Boston, Mass., April 17, 1919.

Editor, PUBLISHERS' WEEKLY:

The criticism is frequently raised by the bookseller that the publisher gives too small a discount on pick-ups, and pressure is constantly exerted upon the publisher by the bookseller to increase discounts in view of the increased costs to him of doing business.

It must be admitted that the overhead expense of the publisher has increased as well as that of the bookseller. The bookseller also understands that the publisher is confronted with an increase of 50% in binding, 100% to 125% in the cost of the paper and 25% in the cost of his printing. If he makes the proper increase in the selling price of his book, he drives away the customer and offends the bookseller. It seems to the writer that the answer is for the bookseller either to order larger quantities of books for which he is frequently receiving pick-up orders and make a little serious effort to sell the additional copies instead of merely waiting for the customer to be sent to him by the publicity of the publisher. Or, if he is unwilling to do this, why not consider the question of overhead expense instead of putting the whole of the burden on the publisher? It would save the bookseller and the publisher from 3% to 15% if he would send check with his order for the occasional book which he is unwilling to stock, and the publisher would then be only too glad to bill pick-ups at 1-3 off. We have had the experience repeatedly of receiving single orders for a \$1 book, sending bills and from three to six statements to collect 70c. Is not therefore the suggestion of cash with order on pick-ups with a discount of 1-3 worthy of adoption by the bookseller? What is the objection to it?

Marshall Jones Company,

A. MARSHALL JONES, *President*.

Periodical Notes

Advertising rates in the *New York Times Book Review* are to be advanced on May 1st about 25%. Those commentators on publishers' lack of enterprise in the use of display space for the exploiting of their wares would do well to notice that a single current

issue of the *Review* carries about \$3500 worth of book advertising.

Personal Notes

ALEC B. GLEN, a director of Wm. Collins' Sons & Co., Ltd., of London, is spending a week at the Hotel Pennsylvania, previous to a trip thru Canada.

PHILIP GIBBS, who has been lecturing in this country for the past two months, sailed for England last week. His latest work, "The Way to Victory," has just been published by the George H. Doran Co.

THOMAS F. MILLARD, author of the forthcoming book "Democracy and the Eastern Question" (Century), has sailed for France. Mr. Millard is the editor of a periodical in Shanghai.

MISS BELLE C. MORRIS is now in Frankfort, Indiana, at 1101 North Main Street, and her friends are glad to hear she is rapidly recovering her old good spirits. It had been at first reported when she retired last month from H. C. F. Koch & Co. that Seattle was to become her residence.

LIEUT. CHARLES SCRIBNER, JR., has returned from France where he was attached to the Remount Division, Quartermaster Corps.

Obituary

PROFESSOR HENRY MORSE STEPHENS of the University of California, prominent educator and author, died suddenly in San Francisco on April 16, aged sixty-one years. Dr. Stephens came to the University of California in 1901 as head of the department of history, after having served in the chair of modern European history in Cornell University since 1894. He was the author of several histories, including those of the French Revolution, Portugal and India, and he was also a contributor to the *Encyclopedia Britannica* and the *Dictionary of National Biography*.

Business Notes

NEW YORK CITY.—With a view of promoting his own publications, as well as those of other American publishers in Canada, Nicholas L. Brown will open a branch office in Montreal on May 10th, at No. 90 St. James Street, suite 702. Publishers who are interested in increasing their Canadian business may communicate in the meantime with his New York office, 80 Lexington Avenue.

NEW YORK CITY.—Lloyd Adams Noble, 31 West 15th St., has purchased the publishing business of Frank D. Beattys Co., educational publishers.

PHILADELPHIA, PA.—The Lutheran Publication Society and the General Council Publishing House have been merged. The name of the new house will be the United Lutheran Publication House. The address of the home office will be S. E. cor. 9th & Sansom Streets, Philadelphia. The branch offices will be 437 Fifth Avenue, New York; 159 N. State Street, Chicago; Second National Bank Building, Pittsburgh.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Th. (32mo: 12½ cm.); Fe. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Adams, Alice Dana

The heralds of the king; the story of the foundation of the Christian church. 197 p. il. D [c. '19] Bost., Badger \$1

Stories of the early church as found in the Acts and the Epistles.

Adams, George Plimpton

Idealism and the modern age. 9+253 p. O c. New Haven, Ct., Yale Univ. \$2.50

Philosophical study of idealism in its relation to the problems of today. *Partial contents:* The modern problem; The religious tradition; Platonism and Christianity; The mind's participation in reality. Index. Author is associate professor of philosophy, University of California.

André, C. H. A.

Above the battles; tr. from the French by Mrs. Philip Duncan Wilson. 7+243 p. D c. N. Y., Doubleday, Page. \$1.50 n.

Narrative of the life of the French Aviation Corps.

Arnim, Mary Annette Beauchamp, grafín von [Countess Russell]

Christopher and Columbus; front. by Arthur Little. 435 p. D c. Garden City, N. Y., Doubleday, Page \$1.60 n.

Adventures in America—then neutral—of a lively pair of 17-year old girl twins, orphans who had had a German father and English mother.

Axelrad, Philip

The elements of Roumanian; a complete Roumanian grammar, with exercises. 108 p. S c. N. Y., Biblioteca Romana, 72 Greenwich St. bds. \$1

Babcock, Mrs. Bernie Smade

The soul of Ann Rutledge; Abraham Lincoln's romance; with a front. in col. by Gayle Hoskins. 322 p. D c. Phil., Lippincott \$1.50 n.

Novel based upon Lincoln's love for Ann Rutledge portraying Lincoln's youth, his struggle for an education, his moral and religious development and his great love which aided in moulding his after-life.

Bond, Beverley Waugh, jr.

The quit-rent system in the American colonies; with an introd. by Charles M. Andrews. 492 p. (6½ p. bibl.) O (Yale historical pubs., miscellany, v. 6) c. New Haven, Ct., Yale Univ. \$3

Deals with the quit-rent system in the British colonies in America and the West Indies, showing how this was a contributing cause to the discontent that resulted in revolution. Index. Author is assistant professor of history, Purdue University.

Book (The) review digest; review of 1918 books; fourteenth annual cumulation; ed. by Mary Katharine Reely, assisted by Alice Sterling and Pauline H. Rich. 556 p. Q N. Y., H. W. Wilson Co. \$5

Abe, Mikishi

Analysis and tests of rigidly connected reinforced concrete frames. 106 p. pls. diagrs. figs. tabs. O (Engineering Experiment Station bull 107) '18 Urbana, Ill., Univ. of Ill. pap. 50 c.

Adams, Henry W., and others, eds.

"I cried, He answered"; a faithful record of remarkable answers to prayer; with introd. by Charles Gallaudet Trumbull. 127 p. D [c. '18] Chic., Bible Institute Colportage Assn. 75 c. n.; pap. 25 c. n.

Adams, John Quincy

A history of Auburn Theological Seminary, 1818-1918. 235+6 p. pls. pors. O '18 Auburn, N. Y., Auburn Theological Seminary \$2 n.

American Association for International Conciliation

1. Russian documents; 2. The Russian constitution; 3. The Russian land law; 4. The Franco-Russian alliance. 125 p. D (International conciliation) N. Y., Am. Assn. for Internat. Conciliation pap.

American Society for Testig Materials

Pliego de condiciones normales para rieles de tranvia y rieles altos vignole de acero siemens-martin. 10 p. O (U. S. Bu. of standards. Industrial standards 3) Wash., D. C., Gov. Pr. Off.

Appert, Camille

For the faith; life of Ju. de Bretenières, martyred in Korea, March 8, 1866; adapted from the French of C. Appert, by Florence Gilmore. 179 p. pls. pors. D [c. '18] Maryknoll, Ossining, N. Y., Catholic Foreign Mission Soc. \$1

Auburn Theological Seminary

General biographical catalogue of Auburn Theological Seminary, 1818-1918. 9+374 p. O '18 Auburn, N. Y., Auburn Theological Seminary pap. \$1 n.

Earus, Carl

Displacement interferometry by the aid of the achromatic fringes. 100 p. il. Q (Publication 249, pt. 3) Wash., D. C., Carnegie Inst. pap. \$1.50

Benjamin, Lewis S. [Lewis Melville, pseud.]

German propagandist societies. 15 p. O '18 Wash., D. C., Gov. Pr. Off.

Bowen, C. F.

Anticlines in a part of the Musselshell Valley; Musselshell, Meagher, and Sweetgrass counties, Montana. 183-209 p. fold. map in pocket O (U. S. Geol. Survey bull. 691-F) '18 Wash., D. C., Gov. Pr. Off.

Brown, Lawrason, M.D.

Rules for recovery from pulmonary tuberculosis; a layman's handbook of treatment. 3d ed., thoroughly rev. 192 p. D Phil., Lea & F. \$1.50 n.

Canby, Henry Seidel

Education by violence; essays on the war and the future. 11+233 p. D c. '18-'19 N. Y., Macmillan \$1.50 n.

Deals with international relationships, morale, education and reconstruction. Author is professor, Yale University.

Carey, Walter J.

Sacrifice and some of its difficulties. 10+89 p. S ['18] Milwaukee, Morehouse Pub. \$1.15; pap. 65 c.

Carnegie Institution of Washington

Year book no. 17, 1918. 16+331 p. il. fold. map tabs. Q Wash., D. C., Carnegie Inst. pap. \$1

Chambers, Robert William

The moonlit way; a novel; il. by A. I. Keller. 8+412 p. pls. D c. '18-'19 N. Y., Appleton \$1.60 n.

Story which changes its scene from Constantinople to Paris and thence to New York, and has to do with intrigue, spies and secret service men.

Cleveland, Frederick Albert, and Schafer, Joseph, eds.

Democracy in reconstruction. 4+491 p. D [c. '19] Bost., Houghton Mifflin. \$1.50

Constructive discussion of after-war problems by well-qualified men and women, such as W. W. Willoughby, Samuel McCune Lindsay, Charles A. Beard, Mary E. Titzel, and others.

Collins, Archie Frederick

Gas, gasoline and oil engines. 14+206 p. il. diagrs. D c. N. Y., Appleton \$1.25 n.

Explanation of types of engines, showing how they are made, how to operate them and how to repair them.

Colver, Alice Ross

The long ago years stories. 64 p. col. il. T [c. '19] Phil., H. Altemus Co. bds. 50 c.

Contemporary Spanish dramatists; plays by

Pérez Galdós, Linares Rivas, Marquina, Zamacois, Dicenta and the Alvarez Quinteros; tr. into English with an introd. by Charles Alfred Turrell. 397 p. D (Studies in literature) [c. '19] Bost., Badger \$2.50 n.

Bowie, Clifford Pinkney

Extinguishing and preventing oil and gas fires. 50 p. il. pls. (4 fold.) O (U. S. Bu. of mines bull. 170) '18 Wash., D. C., Gov. Pr. Off.

Buck, Howard Swazey

The tempering; leaves from a notebook. 26 p. O (Yale university prize poem. 1918) '18 [New Haven, Ct.] Yale Univ. pap. 30 c.

Burn, Kelvin, and others

Measurements of wave lengths in the spectrum of neon. 765-775 p. tabs. Q (U. S. Bu. of standards scientific pap. 329) '18 Wash., D. C., Gov. Pr. Off.

Chapin, Theodore

The Nelchina-Susitna region, Alaska. 67 p. pls. (part fold.) fold. maps in pocket O (U. S. Geol. Survey bull. 668) '18 Wash., D. C., Gov. Pr. Off.

Cooke, Marjorie Benton

The cricket; il. by J. Scott Williams. 277 p. pls. D c. '18-'19 Garden City, N. Y., Doubleday, Page \$1.50 n.

Story of an adventurous and imaginative girl who gets into all sorts of scrapes varying from childhood pranks to eloping uninvited with an adored hero. When she finally wrecks a great play and is sent away to Bermuda she finds her true romance.

Deane, Anthony Charles

A library of religion. 6+67 p. D ['18] Milwaukee, Morehouse Pub. pap. 65 c.

How to select seventy volumes of first-rate religious literature for a small outlay.

Dreiser, Theodore

Twelve men. 5+360 p. D c. N. Y., Boni & Liveright \$1.75 n.

Semi-fictional, semi-biographical studies of twelve typical American personalities.

Fairchild, C. B. jr.

Training for the electric railway business; written under the supervision of T. E. Mitten. 154 p. pls. fold. chart D (Lippincott's training ser.) [c. '19] Phil., Lippincott \$1.50 n.

Presents the organization, channels of advancement, opportunities to use one's talents and the needs for men. Author is executive assistant, Philadelphia Rapid Transit Company.

Findlay, Alexander

Osmotic pressure; with 10 figures. 2d ed. 11+116 p. il. diagrs. tabs. O (Monographs on inorganic and physical chemistry) N. Y., Longmans \$1.80 n.

Forster, Arthur Haire

Four modern religious movements. 95 p. D (Lib. of religious thought) [c. '19] Bost., Badger \$1 n.

Study of Spiritualism, Christian Science, Theosophy and Mormonism, giving description of main principles of each sect, along with an account of its founder and a criticism.

Frank, Henry

The challenge of the war; can science answer the riddle of the grave?; introd. by Hereward Carrington. 46+372 p. D c. Bost., Stratford Co. \$2.50

Attempt to prove the fact of immortality thru science.

Coblentz, William Weber, and others

The decrease in ultra-violet and total radiation with usage of quartz mercury vapor lamps. 20 p. il. tabs. diagrs. Q (U. S. Bu. of standards. Scientific pap. 330) '18 Wash., D. C., Gov. Pr. Off.

Davis, Joseph D., and Fairchild, J. G.

Method of least squares applied to estimating errors in coal analysis. 36 p. il. tabs. diagrs. O (U. S. Bu. of mines. Technical pap. 171) '18 Wash., D. C., Gov. Pr. Off.

Esterly, Calvin Olin

Reactions of various plankton animals with reference to their diurnal migrations. 83 p. (2¼ p. bibl.) tabs. Q (Pubs. in zoology v. 19, no. 1) Berkeley, Cal., Univ. of Cal. pap. 85 c.

Fisher, Edmund Drew

After war credit, an outlook. 23 p. il. O [c. '18] [Detroit, Mich.] Bank of Detroit pap.

Friedman, Elisha Michael, ed.

American problems of reconstruction; a national symposium on the economic and financial aspects; with a foreword by Franklin K. Lane. [3d ed.] 26+492 p. O '18 c. N. Y., Dutton \$4 n.

New edition containing an added chapter on tariff problems by F. W. Taussig.

Fryer, Mrs. Jane Eayre

The Mary Frances knitting and crocheting book; or, Adventures among the knitting people; il. by Jane Allen Boyer and from actual photographs. 270 p. il. pls. (part col.) O [c. '18] Phil., Winston \$1.50 n.

Goff, Rev. Walter Roy

Jesus on His second coming; or, A consistent Biblical view of the Lord's return, the resurrection of the dead, and the judgment; with an introd. by Charles M. Stuart. [New ed.] 135 p. por. D [c. '19] Blairsville, Pa., Keystone Pub. Ho. \$1

First published under the title: "The Handbook of Eschatology."

Hancock, Harry Irving

Uncle Sam's boys with Pershing's troops at the front; or, Dick Prescott at grips with the Boche. 255 p. front. D (Boys of the army ser.) [c. '19] Phil., H. Altamus Co. 50 c.

Harris, James Rendel

The return of the "Mayflower"; an interlude. 6+35 p. pls. music O N. Y., Longmans \$1 n.

Play based on American history.

Harris, Joel Chandler

The life of Joel Chandler Harris; from obscurity in boyhood to fame in early manhood;

with short stories and other early literary work not heretofore published in book form; by Robert Lemuel Wiggins. 5+447 p. (16 p. bibl.) por. D '18 c. Nashville, Tenn., M. E. Church, So. Pub. Ho. \$2 n.

Biography of Joel Chandler Harris, with selections from his works.

Holland, Canon Henry Scott

Facts of the faith; being a collection of sermons not hitherto published in book form; ed. with a preface by Christopher Cheshire. 15+294 p. D N. Y., Longmans \$2.50 n.

Author was canon of S. Paul's Cathedral, and regius professor of divinity, University of Oxford.

Howe, Julia Ward

The walk with God; extracts from Mrs. Howe's private journals, together with some verses hitherto (with few exceptions) unpublished; and an essay on immortality entitled "Beyond the Veil"; ed. by her daughter, Laura E. Richards. 10+161 p. por. D [c. '19] N. Y., Dutton \$1.50 n.

Published for author's centenary.

Hutchinson, Horace

The mystery of the summer-house. 300 p. front. D [c. '19] N. Y., Doran \$1.50 n.

Story of a murder mystery and its solution.

Hutchinson, Horace G.

The mystic key; "a taste of heaven in daily life." 7+25 p. S '18 Milwaukee, Morehouse Pub. pap. 65 c.

Hutchison, Stuart Nye

For the children's hour; more five-minute sermons. 192 p. D [c. '18] N. Y. and Chic., Revell \$1.25 n.

Fuhrmann, Adam

The star-spangled banner. 30 p. O c. '18 St. Louis, A. Fuhrmann, 3221 California Ave. pap.

Gale, Hoyt Stoddard, and Hicks, W. B.

Potash in 1917. 397-481 p. (14 p. bibl.) map tabs. O (U. S. Geol. Survey. Mineral resources of the U. S., 1917-pt. 2, no. 26) Wash., D. C., Gov. Pr. Off.

Georgia. State Geological Survey

Report on the manganese deposits of Georgia (second report on manganese); by J. P. D. Hull [and others]. 16+295 p. il. pls. maps (1 fold.) tabs. Q (Bulletin 35) Atlanta, Ga., Ga. Geol. Survey

Goodspeed, Thomas Harper

Notes on the germination of tobacco seed III; note on the relation of light and darkness to germination. 451-455 p. Q (Pubs. in botany v. 5, no. 16) Berkeley, Cal. Univ. of Cal. pap. 5 c.

Greaves, Joseph James, and Hirst, Charles Tarry

Composition of the irrigation waters of Utah. 43 p. diagrs. O (Bulletin 163) '18 Logan, Utah., Utah Agric. Coll., Exper. Station pap. gratis

Greene, Evarts Boutell

Lieber and Schurz, two loyal Americans of German birth. 24 p. O (U. S. Committee on public information. War information ser. 19) ['18] [Wash., D. C., Gov. Pr. Off.]

Guaranty Trust Company of New York

Shipping's share in foreign trade; fundamentals of ocean transportation. 30 p. il. O [c. '19] N. Y., Guaranty Trust Co. of N. Y. pap. gratis

Heikes, Victor Conard

Gold, silver, copper, lead and zinc in Arizona in 1917; mines report. 509-548 p. tabs. O (U. S. Geol. Survey Mineral resources of the U. S., 1917-pt. 1, no. 19) Wash., D. C., Gov. Pr. Off.

Hersey, Mayo Dyer

A relation connecting the derivatives of physical quantities. 21-30 p. Q (U. S. Bu. of standards. Scientific pap. 331) ['18] Wash., D. C., Gov. Pr. Off.]

Hess, Frank Lee

Cobalt, molybdenum, nickel, titanium, tungsten, radium, uranium, and vanadium in 1916. 775-807 p. tabs. O (U. S. Geol. Survey. Mineral resources of the U. S., 1916-pt. 1, no. 25) Wash., D. C., Gov. Pr. Off.

Hollis, Cornwall

The art of Donald Evans; por. of Donald Evans, done by a votary on a typewriter. 15 p. T '18-'19 N. Y., N. L. Brown pap. gratis

Hood, William Ross, comp.

State laws relating to education enacted in 1915, 1916, and 1917. 259 p. O (Bu. of Educ. bull., 1918, no. 23) Wash., D. C., Gov. Pr. Off. pap. 30 c. supt. of dec.

Hornor, Roy R.

Notes on the black sand deposits of southern Oregon and northern California. 42 p. pls. 2 maps (1 fold.) O (U. S. Bu. of mines. Technical pap. 196) '18 Wash., D. C., Gov. Pr. Off.

Illinois. Legislative Reference Bureau, comp.

Statutory revision in Illinois. 62 p. O '18 Springfield, Ill., Legislative Reference Bu. pap.

Jastrow, Morris, jr.

A gentle cynic; being a translation of the Book of Koheleth, commonly known as Ecclesiastes, stripped of later additions; also its origin, growth and interpretation. 254 p. O c. Phil., Lippincott \$2 n.

History, exposition and interpretation of Ecclesiastes together with a translation of the text.

Kauffman, Reginald Wright

Victorious; a novel. 407 p. D [c. '19] Indianapolis, Bobbs-Merrill \$1.75 n.

Novel of America's part in the war portraying the conflict at home and abroad thru the medium of a love romance.

Kennedy, Katherine

The crucifix; an outline sketch of its history; with a supplementary chapter by E. Hermitage Day. 7+86 p. il. pls. D ['17] Milwaukee, Morehouse Pub. pap. 65 c.

La Motte, Ellen N.

Civilization; tales of the Orient. 267 p. D [c. '19] N. Y., Doran \$1.50 n.

Partial contents: The yellow streak; On the heights; Homesick; Civilization; Misunderstanding; Prisoners; Canterbury chimes; Cosmic justice.

Lewis, William Draper

The life of Theodore Roosevelt. 500 p. D c. Phil., Winston \$2.25 n.

Lippmann, Julie Mathilde

Flexible Ferdinand. 312 p. D [c. '19] N. Y., Doran \$1.50 n.

Begins the story of "Flexible Ferdinand" when he is at the age of five and recounts his adventures up to manhood.

Longridge, George

Spiritualism and Christianity. 52 p. S ['18] Milwaukee [Morehouse Pub.] pap. 50 c.

Lorenzen, Ernest Gustav

The conflict of laws relating to bills and notes; preceded by a comparative study of the law of bills and notes. 337 p. (7½ p. bibl.) Q c. New Haven, Ct., Yale Univ. \$5

Index. Author is professor of Roman law and comparative jurisprudence in the School of Law, Yale University.

Kneeland, Paul D.

The utilization of forest products in Massachusetts as affected by the war. 14 p. tabs. O Bost., Mass., State Forester, Room 408, State Ho. pap.

Lane, Ralph Norman Angell [Norman Angell, pseud.]
Why freedom matters. 21 p. O N. Y., National Civil Liberties Bu. pap.

Lane, Winthrop D.

The strike at Fort Leavenworth. 8 p. pors. Q [n. d.] N. Y., National Civil Liberties Bu. pap.

Laughlin, Harry Hamilton

Duration of the several mitotic stages in the dividing root-tip cells of the common onion. 48 p. fold. charts O (Publication 265) Wash., D. C., Carnegie Inst. pap. \$1.50

Leighton, Alan

The inflammability of aluminum dust. 15 p. O (U. S. Bu. of mines. Technical pap. 152) '18 Wash., D. C., Gov. Pr. Off.

Lowry, Houston W.

Mary the mother of Jesus. 60 p. D (Lib. of religious thought) [c. '19] Bost., Badger \$1 n.

Study of Mary taken from the Bible record.

Lutz, Grace Livingston Hill [Mrs. Flavius J. Lutz]

The red signal; with a front. [in col.] by Edmund Frederick. 304 p. D c. Phil., Lippincott \$1.35 n.

Romance of adventure in which Hilda Lessing serves her country by foiling a diabolical plot which threatens the safety of the nation.

McCarthy, Justin Huntly

Nurse Benson; (founded on the comedy "Nurse Benson," by R. C. Carton and [author]). 336 p. D c. N. Y., J. Lane \$1.50 n.

When the rejected suitor of Lady Gillian Dunsmore refuses to make it possible for her to meet Captain Tibbenham, Lady Gillian discovers a way of her own thru the impersonation of Nurse Benson, a disguise which leads to many ludicrous situations.

MacLeod, Julius

The quantitative method in biology; with 27 figures. 12+228 p. O (Univ. of Manchester pubs. Biological ser. 2) N. Y., Longmans \$5 n.

Index. Author is professor of botany, University of Ghent.

McLeod, Malcolm James

Songs in the night. 198 p. D c. N. Y., and Chic., Revell \$1.25 n.

Collection of sermons.

McNeile, Alan Hugh, D.D.

A daily offering; simple home prayers for a week. no paging T N. Y., Longmans 36 c. n.

Mansfield, William

Squibb's atlas of the official drugs. 686 p. il. D [c. '19] N. Y., E. R. Squibb & Sons [80 Beekman St.] \$2

Marks, Henry K.

Peter Middleton. 370 p. D [c. '19] Bost., Badger \$1.75 n.

Story of Peter Middleton, a sensitive, high-strung artist and his efforts to cope with the conditions of real life.

Lombardo, Pasquale T., comp.

La chiave del paradiso; libro di preghiere con l'aggiunta dei vangeli di tutte le demenche e principali feste dell'anno. 329 p. il. Tt '18 Yonkers, N. Y., P. T. Lombardo, 70 Park Hill Ave. 50 c.

Lyon, Dorsey A., and Ralston, Oliver Caldwell

Innovations in the metallurgy of lead. 176 p. il. tabs. diagrs. O (U. S. Bu. of mines bull. 157) '18 Wash., D. C., Gov. Pr. Off.

McBride, Russell Smith, and others

Toluol recovery. 60 p. il. tabs. fold. pl. O (U. S. Bu. of standards. Technologic pap. 117) '18 Wash., D. C., Gov. Pr. Off.

McManus, George

Bringing up father. Second series. 48 p. il. sq. O c. '19 N. Y., Cupples & Leon bds. 25 c.

Martin, George Washington

A synoptic classification of the animal kingdom. 130 p. (4 p. bibl.) il. O [c. '19] Monmouth, Ill., G. W. Martin \$1.35 n.

Mason, Mrs. Grace Sartwell

His wife's job; il. by Graham Coates. 238 p. pls. D c. N. Y., Appleton \$1.50 n.

Story of an ornamental and useless wife who when her husband went to war went to work and made good, and upon her husband's return became his real partner.

Merrill, Arthur G.

El panorama (para estudiantes de espanol). 32 p. il. '18-'19 O Chic., Francis W. Parker School Press, 330 Webster Ave. 70 c.

Methodist Episcopal Church, South

Southern Methodist handbook, 1919; ed. [by] Thomas N. Ivey. 231 p. pors. tabs. map D Nashville, Tenn., M. E. Church, So. Pub. Ho. pap. 50 c.

Mills, Herbert Elmer

Socialism; outline for reading and study. 2d ed. 39 p. O '18 Poughkeepsie, N. Y., H. E. Mills pap. 50 c.

Myers, Elizabeth

The social secretary. 13+135 p. D c. N. Y., Brentano's \$1.25 n.

Describes in detail the duties and responsibilities of the social secretary. Companion volume to author's "The Social Letter."

Nadaud, Marcel

Birds of a feather; tr. from the French by Florence Converse. 192 p. D c. N. Y., Doubleday, Page \$1.35 n.

Twentieth century romance presenting the humorous and tragic adventures of four young aviators.

Metz, Charles William

Anopheles crucians: habits of larvæ and adults. 16 p. il. tabs. O Wash., D. C., Gov. Pr. Off.

Murphy, Bessie R., comp.

Rice for breakfast, dinner, supper. 6+22 p. D (Three-meals-a-day ser.) [c. '19] Chic., Rand, McNally pap. 25 c.

Murphy, Ethel Allen

The triumph of humanity; a pageant of victory, reconstruction, and democracy. 44 p. diags. O [c. '19] [Louisville, Ky.] Ky. State Council of Defense, Woman's Committee, 204 Speed Bldg. 10 c.

National Civil Liberties Bureau

The conviction of Mrs. Kate Richards O'Hare; and North Dakota politics. 12 p. O '18 N. Y., National Civil Liberties Bu. pap.

The individual and the state; the problem as presented by the sentencing of Roger N. Baldwin. 14 p. O '18 N. Y., National Civil Liberties Bu. pap.

Political prisoners in federal military prisons. 21 p. O '18 N. Y., National Civil Liberties Bu. pap.

National Foreign Trade Council

World trade conditions after the war; an analysis of the preparations England, France and Germany are now making to extend their foreign trade. 72 p. O '18 N. Y., National Foreign Trade Council, Hanover Sq.

New York, Stock Exchange

Constitution of the New York stock exchange and resolutions adopted by the governing committee; with amendments to January nineteen eighteen. 20+101 p. D '18 N. Y., Searing & Moore Co., 24 Beaver St.

Continues Chignole's adventures begun in author's book, "Chignole."

Newbolt, Sir Henry John

A new study of English poetry. 9+357 p. O N. Y., Dutton \$3 n.

Points out the fundamental truths on which the art of true poetry rests.

Packard, Frank Lucius

The further adventures of Jimmie Dale. 340 p. D [c. '19] N. Y., Doran \$1.50 n.

Detective story of New York's underworld in which Jimmie Dale again figures.

Paine, Albert Bigelow

Dwellers in Arcady; the story of an abandoned farm; with il. by Thomas Fogarty. 241 p. il. pls. D [c. '19] N. Y., Harper bds. \$1.50 n.

Story of two city-tired people who, desiring to bring up their family in the country, purchase an abandoned Connecticut farm and engage in all the industries of farm life.

Perry, Arthur Cecil, jr.

The management of a city school. Rev. ed. 8+434 p. D c. N. Y., Macmillan \$1.80 n.

Pixley, Francis William

Auditors; their duties and responsibilities under the companies acts, partnership acts and acts relating to executors and trustees, and to private audits. 11th ed. 19+732 p. O '18 N. Y., Pitman \$8

Robbins, Clarence Aaron [Tod Robbins]

Red of Surley; a novel. 333 p. D [c. '19] N. Y., Harper bds. \$1.50 n.

Story centering about the son of a Long Island fisherman who strives to get above his position, but whose ambitions are misunderstood by those who are dearest to him.

Ohio. Industrial Commission. Department of Investigation and Statistics

Statistics of mines and quarries in Ohio, 1917. 98 p. tabs. O (Report 36) '18 Columbus, O., Ohio Industrial Commission pap. gratis

Union scale of wages and hours of labor in Ohio on May 15, 1918. 47 p. tabs. O (Report 37) '18 Columbus, O., Ohio Industrial Commission pap. gratis

Palmer, Sara Currie

The competing artists. 128 p. il. D '18 c. Chic., Bible Institute Colportage Assn. 75 c. n.; pap. 35 c. n.

Peebles, Isaac Lockhart

Are men and women equal? The question answered. 23 p. por. D '18 Nashville, Tenn., M. E. Church, So. Pub. Ho. pap. 10 c.

Putnam, C. E.

Did Moses know? A chronological chart, with key. 40 p. S [c. '18] Chic., Bible Institute Colportage Assn. pap. 25 c. n.

Quick, Herbert

The war, the farm and the farmer. 8 p. O '18 Wash., D. C., Gov. Pr. Off.

Ransome, Frederick Leslie

Quicksilver in 1917; with a bibliography by I. P. Evans. 367-455 p. (23 p. bibl.) (U. S. Geol. Survey. Mineral resources of the U. S. pt. 1, no. 17) Wash, D. C., Gov. Pr. Off.

Reinlein, Fred

On the use of poison in the control of the boll weevil. 18 p. S [c. '19] [Portland, Ore., Fred Reinlein, 1751 Derby St.] \$5

Roosevelt, Theodore

Theodore Roosevelt; an autobiography. New ed. 647 p. O '19 c. '13 N. Y., Macmillan \$3 n.

Rusk, Robert R.

Experimental education. 8+346 p. tabs. D N. Y., Longmans \$2.50 n.

Index. Author is principal lecturer in theory of education to the St. Andrews Provincial Committee for the Training of Teachers.

Russell, Charles Edward

After the whirlwind; a book of reconstruction and profitable thanksgiving. 317 p. D [c. '19] N. Y., Doran \$1.50 n.

Analyzes causes of the war and draws conclusions from author's first hand observation of destruction and its principles in Germany, Russia, Austria, Switzerland and other countries.

Smith, Charles Alphonso

Keystone studies in keynote books of the Bible. 199 p. D c. N. Y. and Chic., Revell \$1.25 n.

Smith, Grafton Elliot, M.D.

The evolution of the dragon. 20+234 p. pls. O N. Y., Longmans \$3.75 n.

Elaborations of lectures delivered at John Rylands Library. *Contents:* Incense and libations; Dragons and rain gods; The birth of Aphrodite. Author is professor of anatomy, University of Manchester.

Smith-Gordon, Lionel, and Staples, Laurence C.

Rural reconstruction in Ireland; a record of co-operative organization; with preface by George W. Russell ("A. E."). 301 p. tabs. O New Haven, Ct., Yale Univ. \$3

Account of the movement initiated by Sir Horace Plunkett in 1880 by which co-operative creameries, credit societies and societies for the purchase of farmers' supplies were organized in Ireland.

Smyth, E. Z.

Our life for the life of others; with a fore-

word by H. F. B. Mackay. 9+83 p. S N. Y., Longmans bds. \$1 n.
Religious meditations.

Speer, Robert Elliott, D.D.

The new opportunity of the church. 111 p. S c. N. Y., Macmillan bds. 60 c. n.

Study of the present responsibility of the church.

Strange, Michael [pseud. for Mrs. Blanche Marie Louis Oelrichs Thomas]

Poems. 172 p. D c. N. Y., Brentano's \$1.50 n.

Swinburne, Algernon Charles

The letters of Algernon Charles Swinburne; ed. by Edmund Gosse and Thomas James Wise. 2 v. 14+309; 291 p. O c. N. Y., J. Lane \$5 n.

Comprehensive collection of author's letters dating from 1858 to 1909, and dealing with both literary and social interests.

Tarr, Ralph Stockman, and McMurry, Frank Morton

World geographies; with many col. maps and numerous il. chiefly photographs of actual scenes. 2v. O '18 c. N. Y., Macmillan v. 1, 72 c. n.; v. 2, \$1.24 n.

v. 1 includes "Texas supplement" by E. G. Littlejohn; v. 2 includes "The geography of the great war," by F. M. McMurry.

Theisen, William Walter

A report on the use of some standard tests for 1916-17. 120 p. (bibls.) tabs. diagrs. O (Studies in educational measurements in Wisconsin bull. 1) '18 Madison, Wis., State Dept. of Public Instruction pap.

Thompson, Charles Manfred, and Hunter, Merlin Harold

Exercises and problems in economics to accompany Thompson's Elementary economics. 6+87 p. D Bost., B. H. Sanborn & Co. 32 c.

Rosa, Edward Bennett, and McCollum, Burton

Electrolysis and its mitigation. (2d ed.) 137 p. il. pls. diagrs. (1 fold.) tabs. Q (U. S. Bu. of standards. Technologic pap. 52) '18 Wash., D. C., Gov. Pr. Off.

Salisbury, Rollin D., and Barrows, Harlan H.

The environment of Camp Grant. 75 p. il. fold. maps (4 in pocket) diagrs. O (Bulletin 39) '18 Urbana, Ill., Ill. State Geol. Survey, Dept. of Registration and Educ. pap. 10 c.

Schad, Lloyd Wave, and Hidnert, Peter

Preliminary determination of the thermal expansion of molybdenum. 31-40 p. tabs. diagrs. Q (U. S. Bu. of standards. Scientific pap. 332) [Wash., D. C., Gov. Pr. Off.]

Smock, Rev. C. McKay

God's dispensations compared and contrasted. 56 p. S '18 c. Chic., Bible Institute Colportage Assn. pap. 20 c. n.

Snyder, Alice D.

The critical principle of the reconciliation of opposites as employed by Coleridge. 59 p. (2½ p. bibl.) (Contributions to rhetorical theory, 9) '18 [Poughkeepsie, N. Y., A. D. Snyder, Vassar Coll.] pap.

Stebinger, Eugene

Oil and gas geology of the Birch Creek-Sun River area, northwestern Montana. 140-181 p. fold. map in pocket. O (U. S. Geol. Survey bull. 691-E) '18 Wash., D. C., Gov. Pr. Off.

Stevens, Frank Lincoln

Two Illinois rhubarb diseases. 299-312 p. il. O (Agricultural experiment station bull. 213) Urbana, Ill., Univ. of Ill. pap.

Stillman, Marcus Henry

A portable cubic-foot standard for gas. 13 p. il. pl. Q (U. S. Bu. of standards. Technologic pap. 114) Wash., D. C., Gov. Pr. Off.

Sundstroem, Edward Sigfrid

Studies on adaptation of man to high altitudes. 1. Effect of high altitudes on pulse, body temperature, blood pressure, respiration rate, output of urine, and loss of energy in feces. 71-86 p. tabs. Q (Pubs. in physiology, v. 5, no. 5) Berkeley, Cal., Univ. of Cal. pap. 10 c.

Sutcliffe, B. B.

How to study the Bible. 23 p. S '18 Chic., Bible Institute Colportage Assn. pap. 10 c. n.

Swift, Fletcher Harper

What the twin cities offer to students. 36 p. T Minneapolis, Minn., Univ. of Minn. pap. gratis

Thomas, Norman M.

War's heretics; a plea for the conscientious objector. 12 p. O [n. d.] [N. Y., National Civil Liberties Bu.] pap.

Thomas, William Henry Griffith, D.D.

What about evolution? Some thoughts on the relation of evolution to the Bible and Christianity. 24 p. S. '18 Chic., Bible Institute Colportage Assn. pap. 10 c. n.

Webster, Hanson Hart

Americanization and citizenship; lessons in community and national ideals for new Americans. 138 p. il. pors. maps music D [c. '19] Bost., Houghton Mifflin pap. 40 c.

Text book to be used by foreigners who have acquired a fair command of the English language.

Wellman, Rita

The Gentile wife; a play in four acts. 128 p. D c. N. Y., Moffat, Yard bds. \$1.35 n.

Play having as its subject the marriage of a Jewish biologist with a Christian woman.

Williams, Charles Bray

Citizens of two worlds. 214 p. D c. N. Y. and Chic., Revell \$1.25 n.

Wilner, Merton Merriman

Popular history of the war. 36 p. maps D c. '19 Buffalo, N. Y., Matthews-Northrup Works [177 Washington St.] pap. 1000 copies \$75 (Separate copies not sold)

Wilson, Eugene E.

Comrades of the mist; and other rhymes of the grand fleet. 90 p. D [c. '19] N. Y., G. Sully & Co. \$1 n.

Rhymes depicting life in the navy in war time.

Wilson, Woodrow

International ideals; speeches and addresses made during the president's European visit, December 14, 1918, to February 14, 1919. 152 p. D N. Y., Harper \$1 n.

Speeches and addresses delivered in the course of President Wilson's visits to France, England and Italy and before the Peace Conference in Paris.

Witherspoon, Fannie M., and Crocker, Anna Martin

Opportunities for women in the municipal civil service of the City of New York; a study of the number of women employed, duties, qualifications, compensation and length of service, based upon an investigation made for the Intercollegiate bureau of occupations and the Women's auxiliary of the Civil service reform association of New York. 94 p. tabs. (1 fold.) O '18 c. N. Y., Intercollegiate Bu. of Occupations, 19 W. 44th St. pap. 50 c.

Young, Samuel Hall

Adventures in Alaska. 181 p. il. D c. N. Y. and Chic., Revell \$1.25 n.

U. S. Department of Commerce

Investments in Latin America and the British West Indies; by Frederic M. Halsey. 544 p. pls. fold. map tabs. O '18 Wash., D. C., Gov. Pr. Off.

Markets for boots and shoes in Chile and Bolivia; by Herman G. Brock. 192 p. pls. tabs. O '18 Wash., D. C., Gov. Pr. Off.

U. S. Food Administration

The day's food in war and peace. 108 p. tabs. O [n. d.] [Wash., D. C., Gov. Pr. Off.]

U. S. Fuel Administration

General recommendations for fuel saving in office and commercial buildings, stores, hotels, and large apartment houses. 8 p. diagrs. O '18 Wash., D. C., Gov. Pr. Off.

U. S. Solicitor of the Navy Department

The eight-hour law, comprising the statutes, decisions of the attorney general, decisions of the courts and the executive orders suspending its provisions. 102 p. O '18 Wash., D. C., Gov. Pr. Off.

U. S. Surgeon-General's Office

Principles of war surgery based on the conclusions adopted at the various interallied surgical conferences. 80 p. T '18 Wash., D. C., Gov. Pr. Off.

U. S. War Industries Board

An outline of the Board's origin, functions, and organization. Comp. as of November 10, 1918. 52 p. fold. diagr. O '18 Wash., D. C., Gov. Pr. Off.

U. S. War Trade Board. Bureau of Research

Export trade policy of the United Kingdom, 1913-1918. 60 p. tabs. diagrs. O Wash., D. C., Gov. Pr. Off.

Wallace, Cuthbert Sidney, and Fraser, John

Surgery at a casualty clearing station. 11+320 p. il. D (Black's medical ser.) N. Y., Macmillan \$4.25 n.

Wheeler Banking-System and Industrial-Credit Association, Washington, D. C.

The Wheeler system of banking and industrial credit. A single joint account takes the place of individual accounts, giving small depositors a checking deposit at 3% interest and borrowing bank credit. Both capital and security for loans are provided by the system. 26 p. forms O c. Wash., D. C., Wheeler Banking-System and Industrial-Credit Assn., 1214 New York Ave., N.W. pap. 50 c.

Williams, Ralph Chester, comp.

Health almanac for 1919. 43 p. il. tabs. O (U. S. Public health service) Wash., D. C., Gov. Pr. Off.

Wilson, Joseph G.

Infectious diseases of children: a study of 6,078 cases among immigrants with special reference to cross infection and hospital management. 101 p. pls. tabs. diagrs. O (U. S. Public health service) '18 Wash., D. C., Gov. Pr. Off.

Wood, M. D.

Fruit from the jungle. 331 p. il. D [c. '19] Mountain View, Cal., Pacific Press Assn. \$1

Wood, Thomas Denison

Health charts proposed by the joint committee on health problems in education of the National council of the National education association and the Council on health and public instruction of the American medical association. 55 charts. O '17 N. Y., T. D. Wood, 525 W. 120th St. \$5

Woywod, Rev. Stanislaus

The new canon law; a commentary and summary of the new Code of canon law; with a preface by Philip Bernardini. New ed., augm. by recent decrees and declarations. 14+433 p. O [c. '18] N. Y., Joseph F. Wagner, 23 Barclay St. \$3.50

Wright, Clarence A.

Mining and milling of lead and zinc ores in the Missouri-Kansas-Oklahoma zinc district. 8+134 p. il. pls. (part fold.) map tabs. O (U. S. Bu. of mines bull. 154) '18 Wash., D. C., Gov. Pr. Off.

Wyer, Samuel S.

Natural gas: its production, service, and conservation. 67 p. il. pls. 2 fold. maps diagrs. O (Mineral industries of the United States) '18 Wash., D. C., Gov. Pr. Off.

Yeiser, John Otho

Debts of today and hell to pay. Congress ed. 69 p. il. maps D Omaha, Neb., National Magazine Assn. pap. 25 c.

Yerkes, Arnold Phipps

Practical hints on running a gas engine. 16 p. il. O (U. S. Dept. of Agric. farmers' bull. 1013) [Wash., D. C., Gov. Pr. Off.]

RARE BOOKS, AUTOGRAPHS AND PRINTS

Auction Calendar

April 28 at 2:30 p. m.

Autographs and Manuscripts from the Collection of C. F. Gunther. Part II. (No. 1425; 297 items.) Anderson Galleries.

April 29 and 30 at 8:30 p. m.

Etchings by Axel Herman Haig comprising the collection of John Boland. (263 items.) Amenlan Art Galleries.

May 1 and 2 at 10 a. m. and 2 p. m.

The Private Library of John H. Childe, of Boston, and other consignments. (1407 items.) C. F. Libbie & Co., Boston.

Catalogs Received

Colored Plate Books and First Editions

No. 125; 130 items. James F. Drake, 4 West 40th St., New York City.

Mostly First Editions

No. 14; 122 items. Alfred F. Goldsmith, 42 Lexington Ave., New York City.

Americana

Books on Western Travel, Early History, Exploration, the Indians, etc. No. 49; 464 items. A. C. McClurg & Co., 218-224 S. Wabash Ave., Chicago.

Livres Anciens et Modernes.

No. 443; 945 items. Martinus Nijhoff La Haye, Lange Voorhout 9.

Bibliotheca Viatica

Second-hand books on the road, the rail, the water and the air. No. 772; 939 items. Henry Sotheran & Co., 140, Strand, W. C. 2, and 43, Piccadilly W. 1, London, Eng.

The auction season of the Book and Print Department of the American Art Association will close with the Haig print sale on April 30. Several important collections have already been secured and Mr. Swann predicts an active season for 1919-20.

In the sale of autographs and manuscripts from the collection of C. F. Gunther at the Anderson Galleries, on April 28, is an original manuscript of Lord Tennyson of superlative interest. It consists of twenty pages, mainly of unpublished material of the famous poem "Maud." Beside the unpublished verses there are alterations and deletions of importance.

An American artist has raised the issue as to the genuineness of the Beardsley drawings in the collection owned and recently exhibited by H. S. Nichols of this city. Mr. Nichols' standing in the book-trade, his relations and knowledge of the literary group which included Beardsley, and the merit and distinctive character of the drawings exhibited are the best answer to the doubts raised.

Alfred Fowler, 17 Board of Trade Building, Kansas, Mo., is engaged in preparing a directory of bookplate engravers which will probably appear in future numbers of the *Book Plate Bulletin*. He has sent out a questionnaire to known engravers, but there are many book plate engravers whose names are not known and who are not members of the national society. He would like to include such artists in his directory if they will give him the needed information.

A collection of autograph letters and documents was sold at the Anderson Galleries on April 16. The finer items brought good prices and the more ordinary material quite as much as could have been expected. An A. L. S. of S. T. Coleridge, two pages quarto, August 31, 1816, mentioning "Christabel" brought \$23.50; D. S. of Francis II, King of France and husband of Mary Queen of Scots, folio, 1560, \$50; A. L. S. of Count Louis Frontenac, two pages, quarto, 1649, \$47.50; Autograph MSS. of David Garrick, 30 pages, quarto, comprising the part of "Mr. Lovemore," acted by Garrick in Arthur Murphy's comedy, "The Way to Keep Him," \$127.50; A. L. S. of Gen. Nathaniel Greene, two pages, folio, Jan. 24, 1782, congratulating Thomas Simm Lee on the surrender of the British Army under Cornwallis in Virginia, \$50; A. L. S. of Patrick Henry, one and a half pages, folio, Feb. 8, 1790, on the subject of the cession of frontier territory by North Carolina, \$26; A. L. S. of Dr. Samuel Johnson, three pages, quarto, May 24, 1773, to Mrs. Thrale, \$45; MSS. of Joaquin Miller's poem, "Sappho and Phaon," 49 pages, folio, bound in half morocco, \$27; L. S. of Robert Morris, one page, quarto, Oct. 26, 1781, to Maj. Gen. Benjamin Lincoln, congratulating him on the surrender of Corn-

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wallis, \$32; A. L. S. of Gen. Philip Schuyler, two pages, folio, New York, May 30, 1790, \$28.25; Autograph MS. of Robert Louis Stevenson, one page of music, folio, \$17; A. L. S. of Brig. Gen. Thomas Sumter, three pages, folio, May 14, 1781, to Gen. Nathaniel Greene, \$27; L. S. of Gen. George Washington, two pages, folio, May 29, 1779, to Brig. Gen. John Glover, interesting war letter, \$60.

In the sale of March 11 and 12, at the American Art Galleries, a consignor of eighty-five items, thru a representative, it is alleged, "bought in" twenty-three items and "bid up" practically every item of the consignment. The American Art Association at once sent a letter to each of the purchasers of this consignment notifying them of the facts, stating that the Association had been "imposed upon" and its rule to sell to the highest bidder "without reserve" had been violated and giving the buyer the opportunity of returning his purchase and the refunding of his money. The incident is worthy of note and patrons of the auction room will appreciate the precedent. The auction room has become such an important factor to both the consignor and the collector that it is imperative that both feel that they are being treated honestly.

In the April issue of *The Bookman* Mr. George H. Sargent discusses "New Fashions in Rare Books." Fashions change in books as in everything else but popular taste after all is not hastily created or hastily changed. The state of the present market can be directly traced to the influences which were at work twenty-five—fifty—or a hundred years ago. The popular taste of the next generation, or of the generations to come, will be the outcome and natural result of that which prevails now. We have better means of studying these tendencies today than ever existed before. It needs no prophet for instance to prophesy the steady advance in price of the really great masterpieces of the English language. The expansion of the English speaking world during the last hundred years has brought the United States into the rare book market with the result we all know. The growth of the English speaking world—of the United States—Canada—Australia—Africa—and the increase of wealth in the next fifty years is going to increase the present market enormously. The steady absorption of rarities into the multitude of libraries created during the past century and into the greater multitude to be created in the years to come will steadily contract the supply available for private ownership. With a growing market and a diminishing supply prices must steadily advance. Of course there are not enough great books to keep the auctions going and the rare book dealers busy. There must be substitutes. And here is where the fashions of the day will be shown.

F. M. H.

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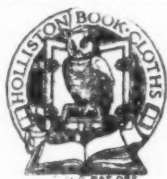
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 Tolstoi, Criticism of Dogmatic Theology.
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 Dickens, Hearsts, 4 vols., International Lib.
 P. H. Frye, Literary Reviews and Criticisms.
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 Baron Munchausen, pub. by Tegg, London.
 Vulgate, published not later than 1569.

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 Bryant, Thanatopsis, good old illus. ed.
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 Johnson, Sam'l, Dictionary, Modern ed.
 Higgins, Anacalypsis, 2 vols., 1836
 Young, Theory of Sets of Points.
 Hay, Breadwinners.
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 Baber, Travels and Researches in Interior of China.
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 and any odd nos.
 Cleveland, Narrative of Voyages., 2 vols.
 University Mag., vols. 1-5, 1912, Apr. 1914 Apr.
 Field, Second Book of Verse, first ed.
 Brown, Insurrection at Magellan.
 Winsor, Nar. and Critical Hist. of Amer., 8 vols.
 Psychological Research Soc. JI. (Amer.), 1907, 1908,
 1910, 1915 to date.
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 Smith, Adam, Life, by Rae.
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Advertising and Selling, Nov. 16, and Dec. 21, 1918.
 America, Sept. 14, 1918.
 Aera, June, 1918.
 American Industries, Feb. to Sept., 1918.
 Architecture, Oct. 15, 1903.
 Federal Reserve Bulletin, vol. 1, nos. 1 and 4.
 Journal of Education, Dec. 19, 1918.
 Kindergarten-Primary Magazine, Oct., 1917.
 National Association of Corporation Schools, Bulletin,
 Jan. to Oct., 1918.
 New Republic, Index to vol. 15.
 O. S. T., vol. 2, nos. 1 and 2.
 U. S. Americanization Bulletin, Sept. 15, 1918.
 Wireless Age, May, 1917.

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 Current History (N. Y. Times), vol. 6.

District of Columbia Public Library, Washington,
D. C.

Bailey, L. H., Wind and Weather, Scribner.
 Barrie, J. M., Tillyloss Scandal.
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 Hill, W. H., Antonio Stradivari, His Life and Work.
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 The Spirit of the Soil, Knox, 2 copies.

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Aesop's Fables, Greek version, Babrius.
 Arnold, Robert Brandon, Scientific Fact and Meta-
 physical Reality, Macmillan, 1904.
 Augustine, City of God, Temple Classics 7.
 Bosanquet, Bernard, The International Crisis.
 Brailsford, H. N., Macedonia, its Races and Their
 Future, 4 copies.
 Bullock, Charles Jesse, Essays on the Monetary His-
 tory of the U. S., Macmillan.
 Cannan, Edwin, History of Local Rates in England,
 Longmans.
 Cole, G. D. H., World of Labor, New rev. ed., Mac-
 millan, 1916.
 De Morgan, Wm., The Old Madhouse, Holt, 1918.

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Dixon, Southerner, pub. App., 1913, good condition.
Drake, A Book of the Indian.
Eliot, Sir C. N. E., Turkey in Europe by "Odysseus," Arnold.
E. E. G., Makers of Hellas, Scribner's.
Edgeworth, Maria, Vivian, L. P. edition, Dent, 1893.
Finn, James J., Operative Ownership, Langdon & Co., '16, Chicago.
Georgian Poetry, Putnam, 1914.
Graham, William, English Political History from Hobbes to Maine, Lond., Arnold.
Hegel, G. W. F., Philosophy of Right, trans. by Dyde.
Keats, John, Letters, ed. by Buxton Forman, Reeves & Turner, 1895.
Knight, Life of Erasmus, Cambridge, England, 1726.
Kufferath, Maurice, The Passifal of Richard Wagner, Holt.
Latane, J. H., From Isolation to Leadership, Doubleday, 1918.
Lodges, Portraits, Bohn Library, cloth.
Lytton, E. Bulwer, Pelham, edition with all prefaces.
MacDonell, A., Autobiography of Benvenuto Cellini, 2 vols.
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Maitland, F. W., Collected Papers, Putnam, 1911.
Marryatt, Mr. Midshipman Easy, (Novels ed. by R. B. Johnson, vl. 6), Dent.
Moses, Bernard, Establishment of Spanish Rule in America, Putnam, 1908.
Nadand, Carcassonne, trans. by J. R. Thompson.
Rabelais, Bohn Library, cloth.
Ralph, People We Pass.
Radcliffe, Mrs. Ann W., Mysteries of Udolpho.
Rannie, David Watson, Wordsworth and His Circle, Putnam, 1907.
Rickaby, Joseph-Ed., Aquinas Etchicus; or, the Moral Teachings of St. Thomas, 2 copies, Benziger.
Rose, John Holland, Rise of Democracy, Duffield, 1904.
Shepherd, W. P., Central and South America, Home Univ. Lib'y, Holt, 1914.
Snyder, Carl, The World Machine, Longmans, 1907.
Steed, H. W., Hapsburg Monarchy, Scribner, 1913.
Strong, Charles A., Why the Mind has a Body, Macmillan, 1903.
Tudor Trans., Baldassare Castiglioni, Nutt, 2 vols.
Tudor Trans., Suetonius.
Wetterle, Alsace and Lorraine on the Eve of Deliverance (Trans. J. Cussac of Alsace-Lorraine doit rester franc.), Paris, Delagrave, Impr.
Neill, A. S., Dominies Log.

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Beck, Gazetteer of Illinois and Missouri.
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 Bulletin 19, U. S. National Museum.
 Canadian Naturalist and Geologist.
 Heilprin, Bermuda Islands.
 Scudder, Nomenclator Zoologicus.
 Scudder, Catalogue of Scientific Serials.
 McCook, American Spiders, 3 vols.
 Arkansas, Geological Survey, Manganese (Penrose).
 Green, Monograph Trilobites.
 Chenu, Illustrations Conchyliologiques.
 Fischer, Manuel de Conchyliologie.
 Say, Complete Writings Conchology, ed. Binney.
 Barton, Compendium Florae Philadelphicae, 2 vols., (also vol. 1.)
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 Plumier, Descript. des Plantes de L'Amerique, 1713.
 deSchweinitz, Monograph No. Amer. Carex.
 Williamson, Ferns of Kentucky.
 Kentucky Geological Survey, vol. 3.
 Reports N. Y. State Cabinet Nat. Hist., 1-16.

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 Frank Leslie's Boys and Girls Weekly, nos. cont.
 Jack Harkaway's Out West with Indians; Cave in Mts.; Lone Wolf; Red Horse.
 Gibson, C. D., Americans, N. Y., 1900.
 Horner, J. E., Oregon Lit. Portland, 1902.
 Horsford, Cornelia, Graves of Northmen.
 Horsford, Eben, Anything on Norsemen.
 Howells, W. D., Modern Instance, first ed.
 Kellogg, Lion Ban, Charlie Bell, old eds.
 Kipling, Out of the East.
 Lever, Martin Cromartin.
 N. Y. in Revolution, vol. 2, Supplement.
 Petronius, Transl. of.
 Rational Dress Assoc. Exhibition, 1910.
 Reid, Mayne, Osceola.
 Smith, J. E., Oakridge, Bost., 1875.
 Steele, H., Index to Engravings in Eclectic Mag., Chicago, 1884.

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Practical Pattern Making, Hasluck, pub. by David McKay.

The Original Lists, pub. in London, 1874, and edited by Hotten.

Old Kent, Eastern Shore of Maryland, pub. in Baltimore, 1876, by The Seaford Press, Baltimore.

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Lawrence, D. H., The Rainbow, Lond., first ed.

Beerbohm, M., Happy Hypocrit, Springfield, 1896.

Johnston, M., Pioneers of South, Yale Univ. Press.

Huneker, Old Foggy, Chopin, Iconoclasts.

Quackenbos, J. D., Magnhild, a novel.

Barbusse, Under Fire, Lond., first ed.

Galsworthy, J., Country House, Lond., first.

Jack of the Mill, illus., Lond., 1870.

Windsor, Prof., Art of Reproduction.

Lady Godiva, or Peeping Tom.

Blackwood, A., Empty House, Lond., first.

Mencken, N. L., Nietzsche, Bost., 1908.

Arabian Nights, Benares, vol. 4, 1885.

Smith, H. B., A Sentimental Library.

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 Wharton on Civil Evidence, 2 vols.
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 The Justice's Guide or Directory for Justices of the Peace, State of N. J., by a Gentleman of the Bar, N. J., 1825, 8vo, 200 pp.

Longmans Green & Co., Fourth Ave. and 30th St., New York
 Gasquet's Monks of the West.

Loring, Short & Harmon, 474 Congress St., Portland, Me.

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 Hindu Mind Training by an Anglo Saxon Mother.
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 London, Kempton-Wace Letters.
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 Tuttle, Religion of Man and Ethics of Science.
 Tuttle, Encyclopedia of Biblical Spiritualism.
 White, The Forty-niners.

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 Virginia Magazine of History and Biography, vol. 1, no. 3; vol. 3, no. 2.
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 Goldwin Smith, Schism of Anglo Saxon Race.
 Strange Stories, London, 1884, also 1899, 1908, Chatto & Windus.
 Twelve Tales, London, 1899, Richards.
 Ivan Greet's Masterpiece (Stories), London, 1893, Chatto & Windus.
 The Great Taboo, London, 1890 or 1892, Chatto & Windus.
 Kalee's Shrine by Grant Allen and May Cotes, Bristol, J. W. Arrowsmith, 1886.
 Steadman's the Nature and Elements of Poetry.

J. B. McGee, 176 West 81st St., New York

Stephens, Reviewers Reviewed.
 Peyton, American Crisis.
 Mitchell, Madeira Party, 1895.
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 Wilson, Division and Reunion, 1893.

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Reminiscences of a Nonogenerian, S. A. Emery.
Crawford Genealogy (Laurus Crawfordiana), New York, 1883.

The Morris Book Shop, 24 No. Wabash Ave., Chicago
History of Lewis County, New York.
Bibliotheca Sacra, July, 1868.
Uncle Tom's Cabin, early edition.
Nineteenth Century, vol. 29, 1891.
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Noah F. Morrison, 314 W. Jersey St., Elizabeth, N.J.
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Kinkel, Otto, Works of.
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La Farge, The Higher Life in Art.
Latham, Encyclopaedia of Medical Information.
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Tolstoi, Anna Kerenina, trans. by Constance Garnett.
Cook & Gaspel, Suppressed Desire.
Foster, Carpentry and Woodwork.
Catalogue of the Library of Charles Carroll of Carrollton, Baltimore, 1864.
Caton, Richard, A brief statement of facts in the management of the late Mr. Carroll of Carrollton's moneyed estate, Baltimore, 1832.
Metropolitan Magazine, Baltimore, vol. 4, July, 1859, containing Memoirs of Chas. Carroll of Carrollton by Richd. H. Clarke.
Publication of Maryland Society Sons of the Revolution of May, 1894.
Request for Non-Importation from Anne Arundel County to the Other Counties, 1769.
Resolutions Adopted at a Full Meeting of the Inhabitants of Anne Arundel County, etc., Annapolis, 1775.
To the Landholders of Maryland, Louisa Browning vs. Charles Carroll, of Carrollton, Baltimore, 1825.
To the Landholders of the State of Maryland, Henry Cassell vs. Charles Carroll of Carrollton, Baltimore, 1825.

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Menger, Right to the Whole Product of Labor.
Hunt, J. H., Hist. Mormon War, St. Louis, 1844.
Herbert, Visit to Harmony Community, 1825.
Barber, U. S. Book, or Interesting Events, 1834.

Pearlman's Book Shop, 931 G Street N. W., Washington, D. C.

Van der Naillon, On the Heights.
Van der Naillon, In the Sanctuary.
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Chandler, The Trial of Jesus from a Lawyer's Point of View, vol. 2 only.
Alexander Stephen's History of U. S.
Haggard, Ayesha.
Jack London, First editions.
Geological History of the Isthmus of Panama and Portions of Costa Rica, Mus. Comp. Zool. Bull., vol. 28, pp. 150, 258, 1898, 2 copies.

E. L. Pierce, 5 West 125th St., New York
Garcke's Manual of Electrical Undertakings of London, 1913-14 to date, excepting 1916-17.

The Pilgrim Press, 14 Beacon St., Boston

Louise de Valois, 2 copies.
Man in Iron Mask, 2 copies, Crowell thin paper edition, without initial, maroon leather.
Twenty Years After, Crowell thin paper edition, black morocco, without initial.
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Loizette on Memory.
Walsh, Psychotherapy.

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History of Army of North Virginia, Capt. Wm. Allen, C. S. A.

Presbyterian Board of Publication, 125 N. Wabash Ave., Chicago

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Encyclopaedia Britannica.
Orr's Standard Bible Encyclopaedia, 5 vols., cloth.
Baxter's Coming Wonders, 1863.
Daniel Baker's Revival Sermons one and two.

Presbyterian Board of Publication, Witherspoon Bldg., Philadelphia

Great Moments in the Life of Paul, E. W. Work.

Presbyterian Board of Publication, 278 Post St., San Francisco, Cal.

Hastings Dictionary of the Bible, 5 vols.
Schaff-Herzog Encyclopedia.

Presbyterian Book Store, Granite Bldg., Pittsburgh, Pa.

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Gallatin, Diary of James Gallatin, first ed.
Benson, Sheaves.
Sedgwick, Life and Letters of Mrs. Catherine.
Hanbury, Sport and Travel in the Northland of Canada.
Barnes, Patsy the Tramp.
International Magazine containing Tridon's "That Faker Maeterlinck."
Ingersoll, vol. 4, Dresden edition, green cloth.
Clarence King's Memoirs.
Roosevelt, Winning of the West, vols. 3 and 4.
Le Notre, Romance of the French Revolution.
Rawlinson, Five Ancient Monarchies, American ed.
Edith Wharton, The Marne, first ed.
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Order of the Cincinnati Catalog of French Members
Gwynn, Robert Emmet.
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Verne, J., 20,000 Leagues Under Seas, good edition.
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Edersheim, Bible History, vols. 1, 2 and 4.
Coolidge, L. A., An Old Fashioned Senator.
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Autobiography of Lafollette.
White's Autobiography.
Peck, Harry Thurston, Twenty Years of the Republic.
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Life of Christopher Wordsworth, edited by E. Wordsworth.

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Anecdotes of Lincoln, Chicago, 1880.
Jones, Wild Southern Scenes.
General View of Am. Navy, Brooklyn, 1828.
Walton, Army and Navy of U. S., 1896.
Sutcliffe, Travels in North America.
Bougainville, Voyage Round the World.
Elmer's Reminiscences of New Jersey.
Dwight, Travels in New Eng. and N. Y., 4 vols.
Squier, Peru, N. Y., 1877.
New Jersey Hist. Soc. Collections, vol. 4.
The War (quarto newspaper), N. Y., 1812-14.
Barber, Interesting Events in U. S. Hist.
Ames, Typographical Antiquities, Lond., 1749.
Bohemian Manor.
Miller, Memoirs of Rev. John Rodgers, 1813.
Harvard Classics.
Longacre & Herring, National Portrait Gallery.
The Cultivator, vols. 7, 8 and 9.

Temple Scott, Literary Bureau, 101 Park Ave., New York

Legend of Sleepy Hollow, 1850, illus., Darley.
City of the Golden Gate.
Books on San Francisco between 1880-1890.
American Steam Vessels.
Bishop Andrewes Devotions, Newman.
Clairvoyant Reminiscences, Pomroy.
Herbal Recipes, Pomroy.
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Smith's Report on the Theory of Numbers.
Matthews' Theory of Numbers.
Gauss' Disquisitiones Arithmeticae.
Paris Nights.
Cambridge Britannica, 11th ed., cl.
A Signal Success, Martha Coston.
Directory for Justices of the Peace, N. Y., 1825.
Annual Report of the Fire Department of the City of New York for Years 1900, 1901, 1902, 1903, 1904, 1905, 1906, 1907, 1908, 1909, 1910, 1913.

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Bureau of Fisheries Doc. 783.
Mem. Bost. Soc. N. H., vol. 8, no. 1, 1914.
No. Car. Geol. Sur., vol. 11, 1907.
Nat. Hist. Sur., Illinois, vol. 3, Ichtyol.
Bond, History of Waretown, Mass.
Kate Greenway, Mother Goose.
Evans, D., Law and Gospel, Franklin & Hall, 1748.
Gallatin, Rep. on Roads and Canals, Wash., 1808.
Rep. Engineers for Plan of Surveys Roads and Canals, ca. 1825.
Evans, Oliver, Young Millwright's Assistant.
Romance, vol. 1, no. 1, an octavo magazine published spring of 1890, \$5.00 offered.
Watterson, Henry, Compromises of Life, N. Y., 1903.

G. E. Stechert & Co., 151 West 25th St., New York

Amer. Book Prices Current, vol. 1, 1894-1895.
Amer. Philol. Assn. Trans., vols. 4-7, 10-13, 17, 19.
Amer. Railway Engineer's Assn. Proc., any.
Babbitt, Princ. of Light and Color, 2nd ed., 1896.
Century Magazine, vols. 3 to 26, 29, 36 to 78.
Classical Weekly, vol. 2, no. 28.
Harper's Magazine, vols. 1 to 50, 84 to 118.
Intern. Marine Engineering, 1915 to 1918 incl.
Jackson, Zoroaster, Prophet of Iran, Mac.
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Life of Omar Al-Khayami.

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Genealogy of the Wheeler Family, pub. by American College of Genealogy, Boston.
Encyclopedia Britannica, Cambridge edition, vol. 2, cloth or leather, thin paper edition.
Bodley's History of France, Macmillan.

H. Stone, 137 Fourth Ave., New York

Blackford, Character Analysis, 2 copies.
Dewey, Classification and Numerical Index.
All works by John Davidson.
Works on Philosophy, in Russian.
Flammarion, Urania.
Letters, Drawings, original paintings by Frederic Remington and Harold Pyle.

Stratford & Green, 523 So. Spring St., Los Angeles, Cal.

Philosophic Nuggets, J. G. Pennington, Fords Howard & Hulbert, 1899.

Thoms & Eron, 50 John St., New York

Monroe, Cyclopaedia of Education, 5 vols.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.

Observations of Henry.
Paul Kelter.
Tea Table Talk.
Tommy & Co.
North American Review, September, 1918.
Set of Encyclopedia Britannica, latest ed.

University of Illinois Lib'y, Urbana, Illinois

American Iron and Steel Institute Biographical Directory, vol. 1, 1911.
International Congress of Zoology, 1st-6th Congresses, 1889-1904.

University of Minnesota Library, Minneapolis, Minn.

Milton, John, Paradise Lost, ed. by A. W. Verity, 6 vols.
Pick, B., Hymns and Poetry of the Eastern Church, 1908.
Warner's Library of the World's Best Literature, Connoisseur edition, vols. 7, 34 and 46.

University of Oregon Library, Eugene, Oregon

Omar Khayyam, Rubaiyat, illus. by Vedder.
Cole, G. D. H., Labour in War Time.
Poe, E. A., Works, ed. by J. A. Harrison, Virginia ed., 17 vols.

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Max Beerbohm, More, Lane.
Sienkewicz, Sielanka, Little, Brown.
Weston, Sir Gawain and Green Knight, Scribner.

E. Weyhe, 708 Lexington Ave., New York

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Drummond, Ancient Scottish Weapons.
Erman, Life in Ancient Egypt.
Short, Art of Etching.

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G. H. Bryan, Thermodynamics, revised edition.
Works of John Hill, London, 1716-1775.
Natural History before 1850, chiefly before 1800.

J. I. Williams Book Co., 533 Main St., Worcester, Mass.

Family Memorial, Elisha Thayer, printed by John Farmer, 1835, Boston, Mass.

Wilmington Institute Free Library, Wilmington, Del.

London, Strength of the Strong.
Hibben, Logic, Deductive and Inductive.
Hapgood, Home Games.
Nicolay, Short Life of Abraham Lincoln.
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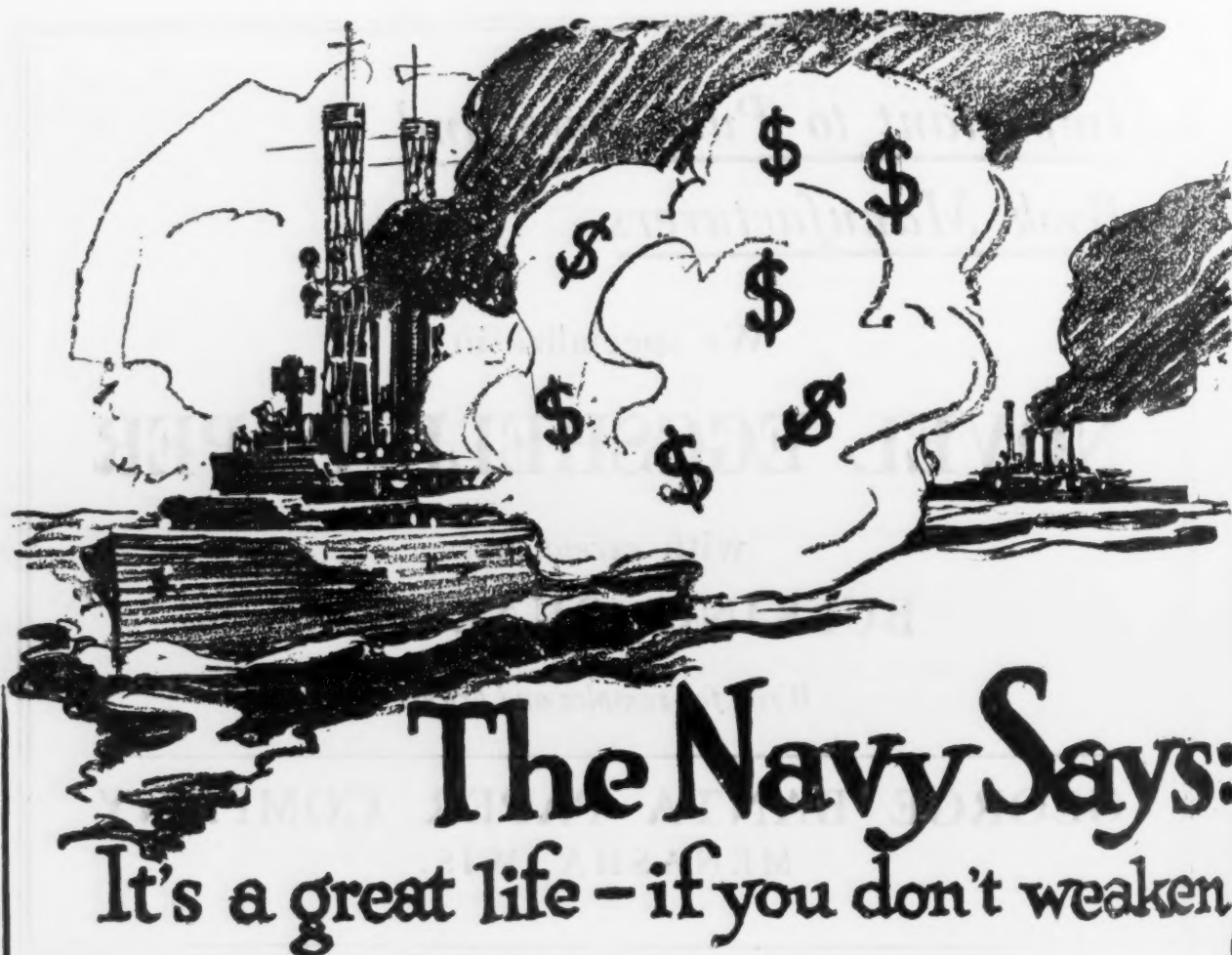
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